



Legends
Awards



2023
LEGENDS
Awards Dinner

Tuesday, June 20, 2023
Commemorative Dinner Journal



Congratulations

and thank you!

Steve Abbate

*Founder
Cetane Associates*

Edward Scott, Jr.

*Former President, Scott Energy Co., Inc.
Past NEFI Chair*

Peter Bourne

*President
Bourne's Energy*

Doug Woosnam

*Executive V.P., DVFDA
Director, Cetane Associates
Founder, Woosnam Consulting*

Scott D. MacFarlane

*President and CEO
MacFarlane Energy*

Jeffrey M. Woosnam

*President and CEO
Star Group, L.P.*

Paul J. Nazzaro, Sr.

*President
Advanced Fuel Solutions*

Jeffrey S. Hammond

*Chief Operating Officer
Star Group, L.P.*

We at Global extend our sincere gratitude to these individuals for making an enormous contribution to our industry.



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2023 HONOREES

Tuesday, June 20, 2023

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A Letter from the Chairman of the Board

Raymond Hart

Dictionary

Definitions from Oxford Languages

Leg-end

Noun

1. a traditional story sometimes popularly regarded as historical but unauthenticated.
“the legend of King Arthur”
2. an extremely famous person, especially in a particular field.
“the man was a living legend”



I wanted to take some time and reflect on how we perceive and entitle someone to be called a Legend in our field. What better place to start than the dictionary to define what we are looking for. Thankfully, I found only two definitions to describe the word, Legend.

I'm sure many of this year's honorees have some interesting and historical stories, but unauthenticated? I'm not sure that fits. I do think the second definition is a much better choice. “An extremely famous person in a particular field.” This year this definition fits perfectly, because unlike in the past, our honorees were selected not by the NEFI Events committee but by their peers. NEFI requested that Industry members from across the country submit their selections whom they considered Legends. What an honor for these eight individuals to be selected by their peers.

Each of tonight's Legends has spent decades in the energy industry. They have dedicated themselves to building family businesses, reaching the top echelons of their corporations, or improving the quality of the fuels we use. Some achieved all three! They are on the boards of multiple trade organizations and make their voices heard in the halls of government as well as the halls of the local community center. They affect change because they know there is no success in stasis. And just as a rising tide lifts all boats, they bring the rest of the industry along.

So, with a nod to Steve Jobs, please join me in toasting to “the ones who see things differently ... They push the human race forward, and while some may see them as the crazy ones, we see genius, because the people who are crazy enough to think that they can change the world, are the ones who do.” Please allow me to introduce the 2023 HEAT Show Legends:

Steve Abbate, Founder, Cetane Associates

Peter Bourne, President, Bourne's Energy

Jeff Hammond, Chief Operating Officer, Star Group, L.P.

Scott D. MacFarlane, President and CEO, MacFarlane Energy

Paul J. Nazzaro, Sr., President, Advanced Fuel Solutions

Edward Scott, Jr., Former President, Scott Energy Co., Inc.; Past NEFI Chair

Doug Woosnam, Executive V.P., DVFDA; Director, Cetane Associates;
Founder, Woosnam Consulting

Jeff Woosnam, President and CEO, Star Group, L.P.

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Program For The Evening

6:00p.m.

Cocktail Reception

7:00p.m.

Seating

7:15p.m.

Welcome Remarks

7:25p.m.

Dinner

After Dinner

Awards Presentation: Jim Townsend, Master of Ceremonies

Awards will be presented in the following order:

Steve Abbate

Peter Bourne

Scott D. MacFarlane

Paul J. Nazzaro, Sr.

Edward Scott, Jr.

Doug Woosnam

Jeffrey M. Woosnam

Jeffrey S. Hammond

Following the awards, Jim Townsend will give closing remarks – thanking the Legends past and present and all who have made this evening a success.

National Energy & Fuels Institute Would Like to Recognize Prior Honorees

Donald B. Allen
Victor Allienello
Michael Anton
Robert Barrieau J
John D. Beckett
Raymond P. Bellemore
Alvin Bicknell
William J. Breed
William F. Briggs, Sr.
Bruce S. Buckingham
Cy Buckley
Lawrence S. Burke
Charles H. Burkhardt
Matt Cota
Sean Cota
Donald B. Craft
Cullinan Family
David Daoust
Robert E. DeBlois
Eric DeGesero
Kris DeLair
Michael Devino, Jr.
James J. Diotalevi
Milton Dolinsky
Charles H. Downey
Louis Ehrich, Jr.
Robert Fagan
Ermer Family
Estes Family
Sandra Farrell
Robert W. Fawcett
Robert R. Fawcett
Michael Ferrante
Richard J. Fleming

Royce Friedman
Judy Garber
Gault Family
Julie Gill
Pam Giordano
Richard "Dick" Gower
Andrea J. Grant, Esq.
John J. Griffin
Ronnell F. Harris
Ted Harris
Hart Family
Allison Heaney
Christopher A. Herb
Richard T. Horan, Sr.
Charles S. Isenberg
Albert Kaneb
John Kaneb
Korrow Family
Rocco J. Lacertosa
Peter Lombardi
Peter F. MacFarlane
Larry K. Mahaney
Thomas Malloy
Gerald "Gerry" Martel
Dave Martin
Norbert Mitchell, Sr.
John Mitchell, Sr.
Terry Moran
Richard Morrell
Robert Noble
Noonan Family
Walter Noyes
Susan Ware Page
John Peters

Stanley W. Peters
Howard W. Peterson, Jr.
Joe Petrowski
Lawrence F. Pfaff
Joyce Porto
Henry M. Powers
Diane Quesnelle
Robert Richard
William B. Riddell
James Robertson
Kevin Rooney
Richard B. Salmonsens
George S. Santa
Joseph Santoro
Eugene F. Scopa
Edward P. Scott, Sr.
Robert Sculley
Katrina Scully-Ohl
Irik P. Sevin
Alfred Slifka
Richard B. Slifka
Christian O. Smart
Bernard A. Smith
Jack Sullivan
Charles E. Summers, Jr.
Charles E. Thomas
Dorothy R. Townsend
James Townsend
John B. Tucker
Kelley Tully
Ellen Valentino
Richard "Dick" C. Whiting, Sr.
Lee Yaffa

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— HONOREE —

Steve Abbate

Founder
Cetane Associates



Steve lives with his wife Celeste in Kent, CT. In 1988, Steve took his first position in the delivered fuels industry as a home heating oil salesperson with Griffith Consumers Company. Steve rose through the ranks to become the company's Vice President of Marketing and Acquisitions. In 2000, Steve left for an opportunity to run a large commercial fuels business for Heating Oil Partners, and after a few years, Steve returned to Griffith to lead their acquisition team where they acquired 36 companies in 40 months.

With a passion for acquisitions and the desire to help business owners, Steve formed Cetane Associates in 2006. Helping owners prepare for transition and guiding them in finding the right purchaser for their family, their employees and their customers has been the founding principles of Cetane Associates. Those principles helped the business expand nationally in both delivered fuels and other home services.

Giving back to the industry has always been an important goal. Cetane Associates has continuously supported state and national associations supporting the industry. Steve has given countless presentations and written numerous articles designed to help fuel marketers strengthen their companies and improve their businesses. Steve served on the Connecticut Energy Marketers (CEMA) board of directors, has served on the NEFI board, and served as the former NEFI treasurer.

Steve enjoys visiting and traveling with his daughter Ciera and her family who live in France. Steve's passion is live music. With over 1,000 concerts under his belt since his first show in 1974, he has had the opportunity to visit many different venues across the U.S. The business model of the Grateful Dead has been a guideline and inspiration for Cetane Associates. What a long strange trip it's been.

Congratulations!

Cetane Associates would like to congratulate the 2023 Legends Awards Recipients and thank them for their many years of dedication to the industry.

A special congratulations to Steve Abbate & Doug Woosnam from your family at Cetane Associates.

CETANE
— ASSOCIATES —



✧HONOREE✧

Peter Bourne

President
Bourne's Energy



Peter started working in the family business in 1973, right out of high school. His first job was delivering heating oil and kerosene, and within a few years he moved to the service side of the business.

At that point in his career, Peter earned his Master Plumbing license, started doing equipment installations, and eventually took over managing the general service responsibilities for the company, overseeing the three service techs they had at the time. Over the years, Peter also earned his Electrician, LP, Class A, Silver/Gold Certification in Oil, and EPA 608 licenses and certifications. Peter took over the reins of Bourne's Energy as owner in 1988.

Peter lost his spouse in January 2019. He has two sons: Levi, who is currently President of Bourne's Energy, and Jonah, who is working to become a general contractor. He also has two stepsons, Casey and Marshall, both of whom live in San Diego, and two step-grandchildren.

In his off time, Peter is an avid sports thrill seeker, enjoying road biking and mountain biking as well as cross-country and downhill skiing. "I always want to be doing something," he says. "To quote an older friend, There's plenty of time to rest when I am dead."



Congratulations to This Year's Legends Award Honorees

We are lucky to count each of you among our friends and partners. Thank you for all you do.



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❖HONOREE❖

Scott D. MacFarlane

President & CEO
MacFarlane Energy



Scott D. MacFarlane was born into the oil industry. Growing up in Boston, he remembers being intrigued by the two-way radio in his parents' kitchen, where his mother and father dispatched oil and service calls during the early days of MacFarlane Oil. Hard work and determination were instilled in all five MacFarlane children from an early age.

Today, Scott is the proud President and CEO of MacFarlane Energy where he works alongside his wife of 50 years, Cathy, and son Scott E. When his father died suddenly in 1987, Scott took over the family business and eventually purchased it from his siblings in 1992.

Despite a busy work schedule, MacFarlane Oil founder Peter MacFarlane always found time to be with his son even if that meant bringing him on oil deliveries. At age nine, Scott would run the oil tickets up to the doors of appreciative customers. Decades later, customers who have known Scott for years will tell you that he has a photographic memory of their heating systems and buildings that he's serviced over the years. It's that type of customer service that is one-of-a-kind. A commitment to customer service that he empowers in his staff to deliver every day.

As an industry leader, Scott served as a Board Member for Massachusetts Energy Marketers (Chairman 2009-2011) and NEFI for over 26 years where he helped lobby legislators in Washington D.C. on issues including LIHEAP, tax legislation, energy efficiency, and more. He is a founding member of the American Energy Coalition, a 50+ year member of OESP, and a longtime Rotarian who was recognized as a Paul Harris Fellow. Scott is a trusted media spokesperson who is often called on by both national and local media. Because of his knowledge in the heating industry, Scott has served on committees for his church and many condominium associations. Under his leadership, MacFarlane Energy has been recognized by community partners including Scott's alma matter Northeastern University.

Scott's motto has always been "service above self" which also includes a dedication to philanthropy and giving back to the communities his company serves through non-profit organizations including the South Shore YMCA, The Home for Little Wanderers, The Salvation Army, The Charles River Center, CCALS (Compassionate Care ALS), Dana Farber, Boston Centers for Youth & Families, and others.

Some of his most cherished memories include bringing his children and most recently his grandchildren for a ride in the oil truck for the first time. While the industry is constantly evolving, the one thing that remains steadfast is Scott's leadership and commitment to providing each, and every customer the best possible service, energy-efficient options, and respect.

afs 2023 Legends Honorees **Legends**
Events

LEADERSHIP

Paul Nazzaro Sr. Advanced Fuel Solutions, Inc.	Jeff Hammond Star Group, LP
Steve Abate Cetane Associates	Jeff Woosnam Star Group, LP
Ed Scott Scott Energy Co. Inc.	Peter Bourne Bourne Energy
Scott McFarlane McFarlane Energy	Doug Woosnam DVFDA

Your dedication to our industry has been especially inspiring. On behalf of all of us at AFS, we're wishing you many years of continued success and leadership in our industry.

HEAT Show
BOOTH 601

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❁HONOREE❁

Paul J. Nazzaro, Sr.

President

Advanced Fuel Solutions



Paul leads two organizations which he founded nearly three decades ago. The first, the Nazzaro Group, where he assumes a leadership role in advancing the adoption of low-carbon liquid fuels nationally, most notably, his creation and stewardship of Bioheat® fuel. In this capacity he has developed and implemented training and communication programs designed to support the growth of these fuels through removing barriers of entry at all levels of the supply chain. He also presides over Advanced Fuel Solutions, a performance additive organization serving terminals, wholesalers, fuel distributors and fleets that strive to improve the quality of the fuels which they buy and sell.

He focuses on organizations interested in developing and implementing branded fuel strategies that promote increased market share through distinctive market differentiation while helping fleets optimize their energy spend through improved operational performance.

Throughout his career, he has prioritized establishing relationships with like-minded collaborators that believe collective success is driven through the delivery of unrivaled service, products, and passion. Paul has an expansive group of strategic partners representing fuel quality research, production, logistics and analysis of finished fuels, all of which support his organization's value proposition to his customers.

He has committed himself to serving industry leaders and those whom they serve through prioritizing education to those that make up the liquid fuels supply chain. Throughout his career he has served on countless boards helping reshape the industries that rely upon the spirit of voluntarism. Paul has been married to his wife Julie for forty-three years and has two sons and five grandchildren. When not developing new markets, he enjoys swimming, traveling, reading, and supporting Alzheimer's.

Congratulations to the 2023
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Congratulations

Paul Nazzaro, Sr.



NEFI Legends Awards Honoree

Clean Fuels Alliance America congratulates Paul Nazzaro, Sr. on his 2023 NEFI Legends Award.

Your recognition further highlights the critical role you have played to bring Bioheat® Fuel to the marketplace and to support the transition to clean fuels. Your dedication, commitment and perseverance make you most deserving of this industry award.

We at Clean Fuels are proud of your accomplishments and your leadership, but most importantly, we are proud to call you a friend. Congratulations, Paul!



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✧HONOREE✧

Edward Scott, Jr.

Former President
Scott Energy Co., Inc.
Past NEFI Chair



Ed was literally born into the oil industry in 1953. His father started Scott Oil Company in 1946, where it was run out of their family home in Manchester, MA. Like so many of his peers from that time, he grew up going out on service calls with his father and out on the oil truck with his grandfather, who worked until he was 84.

After graduating from the College of the Holy Cross in 1975, Ed joined his father and brother in the family business. Those days, his primary duties included driving an oil truck, doing tune-ups, working on installations and taking night service. This reflected his father's firm belief that you should never ask employees to do jobs that you haven't performed yourself.

Back then, Scott Oil Company was always a strong supporter of the Massachusetts Oilheat Council and NEFI. So, very early on, he began his involvement with various industry trade associations on a state, regional and national level. This commitment has continued from the 1970's to the present day.

From 2007 to 2018, Ed branched out and became involved with a start-up property and casualty insurance company which specialized in retail heating oil and propane companies. At Energi Insurance Services, Inc., Ed served as Senior VP of Industry Relations. In this capacity, in addition to consulting on a variety of industry-related claims, he oversaw the company's involvement with 23 trade associations around the United States.

Later in his career, Ed found himself slowly returning to his roots in the family business. He rejoined Scott Energy Co, Inc. full time in 2018 working with his brother and two nephews.

✧HONOREE✧

Doug Woosnam

Executive V.P., DVFDA
Director, Cetane Associates; Founder, Woosnam Consulting



Doug grew up in the family business in Southampton, PA. Sinkler Inc was started by his father, Al Woosnam, in 1947 after an appliance store business he cofounded with his brother-in law, Earl Sinkler had failed. The Sinkler name was well known in the region so Al used it to start his new venture.

In 1977 Doug and his brother Bill acquired the business from their father and began to grow and diversify from what had been strictly a home heating oil company. Along with a few small fuel oil acquisitions, they also acquired a full line commercial lubricants company, an HVAC services company, added another three million gallon storage facility to their existing storage terminals. They also entered the retail gasoline business through the acquisition of a branded Sunoco service station.

In 1986 Doug and Bill separated the company with Doug keeping the heating oil and HVAC services side and Bill taking ownership of the lubricants business. It was Doug's vision to grow the HVAC services through the new home industry's growth, while also adding plumbing and electrical services along with creating a new commercial diesel business. From 1986 through 1991, Sinkler installed more than 1000 oil systems in new homes while also adding nearly 3000 service only accounts. At the same time the commercial fuels division experienced significant growth adding another 6 million gallons to the 8000 retails fuel oil customers.

Through this time Doug became very involved in various association activities and eventually served as President of the Delaware Valley Fuel Dealers Association, The Better Home Heat Council of the Delaware Valley and also Pennsylvania Petroleum Association. He also served as Heating Fuels Chair of the PMAA and their Northeast Region VP which included all of the Northeast and Mid-Atlantic state associations and he negotiated the agreement that brought NEFI back as a member of the PMAA. His involvement with the various regional, state, and national associations has continued though today.

Doug sold Sinkler to Petro in 1994 and remained with Petro though 1999, serving as their Director of Governmental and Association Affairs. In 2000 Doug was engaged to manage the retail, wholesale fuel oil and terminal operations of The SICO Company. The company management had been taken over by their bank and Doug was tasked to work with their management team to return the business to profitability. The team accomplished that goal and in 2003 the heating oil division was sold to Petro with Doug remaining to manage the Merger of SICO and Leffler Energy which was also acquired by Petro in 2003 creating a 30,000 account heating oil and propane business.

In 2012 Doug joined Steve Abbate in Cetane Associates and Doug's granddaughter soon joined to handle the administrative duties as Cetane began to grow to what the business has become today. Being with Cetane provided Doug with the opportunity to remain involved in the associations that had become so important to him and the personal and professional success he has achieved during his 55 years in this industry!

Today Doug is the Executive VP of the Eastern PA Energy Association, he serves on various committees PPA committees, is the VP of the American Energy Coalition, and serves here on the NEFI GAC and our NEFI Board.

✧HONOREE✧

Jeffrey M. Woosnam

President & CEO
Star Group, L.P.



Jeff has been the President and Chief Executive Officer of Star Group L.P. since 2019 and is also a member of the company's Board of Directors.

In 1989, Jeff began his career working in his family's third generation heating oil business, Sinkler Incorporated, which was acquired by Petroleum Heat and Power Company (Petro) in 1994. From 1994 through 2006, he held several general management positions with Petro, taking on increasing levels of responsibility.

Throughout his career, Jeff has progressed through many senior level positions at Star Group (the parent company of Petro), including Director of Operations, Vice President, and Senior Vice President-Southern Operations, which ultimately led to his current role as Star Group's President and CEO.

During his leadership, Jeff has spearheaded Star Group's partnerships with Habitat for Humanity, Feeding America and many other local organizations, creating initiatives to help give back to the communities that the company serves. He also helped establish Star Group's commitment, along with industry partners, in a pledge to increase the use of Bioheat® fuel as a pathway to reaching net-zero carbon emissions by 2050.

Jeff is a magna cum laude graduate from Cabrini University in Pennsylvania with a BA in Business Management.

✧HONOREE✧

Jeffrey S. Hammond

Chief Operating Officer
Star Group, L.P.



Jeff has been Chief Operating Officer of Star Group L.P. since April 2019.

In 2003, Jeff joined Star Group, progressing through many management and senior level positions, including General Manager, Director of Planning and Logistics, Director of Operations, Vice President – Northern Operations and Senior Vice President – Northern Operations, which ultimately led to his current role as Star Group's Chief Operating Officer.

Under his supervision, Star Group's partnerships with the United Way, Habitat for Humanity and Feeding America have grown throughout the footprint. He has also helped facilitate Star Group's commitment to increase the use of Bioheat® fuel as a pathway to reaching net-zero carbon emissions by 2050.

Prior to joining Star Group, Jeff worked for United Parcel Service for 19 years, holding various management positions in Operations and Industrial Engineering.

Jeff holds a B.A. in Agricultural Economics from Cornell University and an A.S. in Accounting from Nassau Community College.




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Legends
Awards

The logo features the word "Legends" in a large, bold, black serif font, with "Awards" in a smaller, black script font below it. The text is flanked by ornate, golden flourishes and topped and bottomed with decorative scrollwork.



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