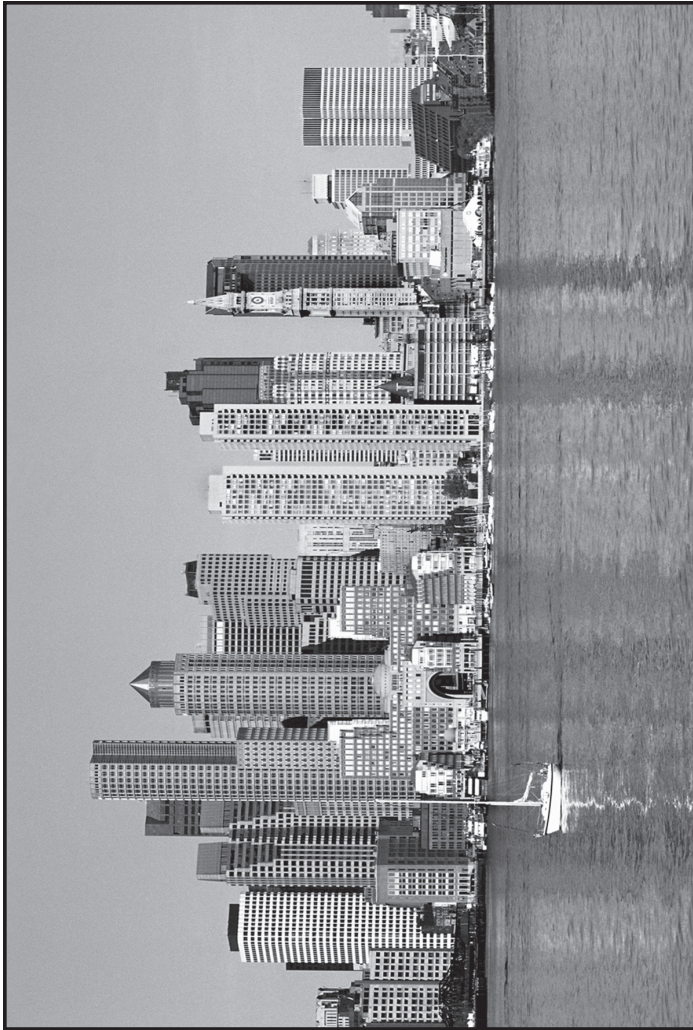




# ASPENEWS

1973 - THE BOSTON CHAPTER - 2011  
A.S.P.E. - P.O. Box 111, East Walpole, MA 02032 - Vol. 38, Issue 8



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Society email [aspehq@aol.com](mailto:aspehq@aol.com)

Society Website [www.aspe.com](http://www.aspe.com)

Boston Chapter Website [www.aspebostonchapter.org](http://www.aspebostonchapter.org)

## Next Meeting

***Tuesday, April 12, 2011***

*The Lantana, Randolph, MA*

### MAIN PROGRAM

**"Musings of a Plumbing Designer"**

***Presented By:***

*Mr. Joe Scott, CPC, FSPE, LEED AP  
Cannon Design*

### PROGRAM SCHEDULE

Social Hour	5:00 – 6:00
Dinner	6:00 – 7:00
Chapter Business	6:45 – 7:00
Speaker / Technical Session	7:00 – 8:30

### MENU

Classic Caesar Salad, New Age Chicken Bleu &  
Apple Crisp ala Mode

### MEETING RESERVATIONS

**\$30.00 Reservation**

**\$40.00 W/O Reservation**

**Retired & Currently Unemployed Members are Free**

Please reserve by **Friday, April 8th, 2011**

Contact Cathy @ W.P. Haney,  
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**Chapters are not authorized to speak for the Society**

# **Boston Chapter ASPE Product Show**

***November 8, 2011 at Lantana, Randolph, MA.***

Our Product Show kickoff meeting on March 8, was very well attended. Nancy and I thank the over 20 people that attended. Email us and request a set of meeting minutes if you would like to join us. Our next Product Show meeting will be at Emerson-Swan on April 4 at 5:30 pm, 300 Pond Street, Randolph, MA.

So far we have an even split of ENGINEERS and Affiliates on board to plan this show. It is our hope to provide new updated information about all the exciting ideas we have planned for everyone on this page each month, on the Chapter website, Meeting Minutes and email broadcasts. We have set up the following Committees that all need more support from our ENGINEERING Members. This Anniversary Show is dedicated to our Chapter Affiliates. There are two ways in which this appreciation can be shown by the ENGINEERING members. Call or email us to sign up to help in some small way on one of the committees AND sign up very early to attend the show and seminars. The planning and coordination of this show will be primarily electronic. Attending every product show meeting would not be expected. To date, we have the following Committees and chair persons set up:

- Welcome/Registration Committee- Blair Chamberlain and Joseph Barbera
- Seminar Committee- Kevin Lally, Jim Polando and Brian Hagopian
- Attendance Committee- Jeff Gooding, John Carter and Dave Pellegrini
- Advertising Committee - Steve Marcoux
- Booth Sales Committee- Frank Teebagy and Joan Panora
- Raffle/Prize Committee- Bill Brady and Joan Panora
- Website/Show Poster Board Committee- Chris Curran and Greg Campbell
- Setup Committee- Ron Dibella, Nancy Bonnetti and Paul Taylor
- ASPE Table/Society Representatives- Bill Hughes, Society President and Jim Kedzel, Society Executive Director
- Budget Committee- John and Rich Pokorny

We have one very important upfront task that we must resolve this month with help from EVERYONE. What product, unique system, review, code, standard, speaker or seminar topic would you commit your valuable time for? If you cannot commit to a show committee, this is a huge way to help us right now, this month. Please take a minute to send an email to us with your valuable input. We are tentatively planning for an all day class and (4) shorter seminars. For those of you that have not taken part in planning a past show, this task is the hardest to complete for us. We cannot develop the attendee signup sheet for this Anniversary Show until we commit to seminar topics and speakers. We are not able to obtain early ENGINEER attendance commitments without this form. Early attendance confirmation numbers allow us to plan food, seminar space, registration items, take home gifts and budgets. Most important, the ENGINEER attendance commitment shows support for our affiliates who have supported YOUR ENGINEERING CHAPTER for almost 40 years. On that subtle note, we continue this month with our Boston Chapter Affiliate Spotlights. We hope that you enjoy the History of some of our long standing Companies that help make ASPE Boston Chapter one of the leaders in Society. We sometimes take for granted in our day to day tasks how well we are supported and kept current by our Product Representatives in New England.

## **G.E.D. SALES CO., INC.**

Tel: 508-543-4553 - Fax: 508-543-4523 [gjjd@gedsales.com](mailto:gjjd@gedsales.com)

It all started in a converted attic in his triple decker house in East Boston. George DiCenzo was selling plumbing and Fire Protection equipment for Pioneer Mfg. After 25 years of working for someone else George decided to start his own business. In 1980 George started GED Sales Co. with his wife Jackie and very, very, young daughter Jaquie. After selling Fire Protection Equipment for many years and being familiar with the product, he was very pleased that an opportunity to work for the Croker Division of Fire End and Croker became available. He met with a young Sales Manager named Paul Sposato of Croker and then the BOND began. He became one of their top salesmen and has maintained the position for many years and has had a great relationship since.

After a suggestion by a man named Herman Cass, he met with Patterson Pump Co. to interview for the opportunity to sell Fire Pumps. Herman, the New England Patterson Rep at the time was retiring and thought George would be great to take his place. He was then introduced to the Marketing Manager for Patterson Pump named Darrell Snyder and another BOND and great relationship began. Within the first year selling he was in the Top Five list of the most sales in the Country. I guess Herman knew what he was talking about.

Jaquie is married and her husband Don works with them keeping it a family business that has moved from East Boston to Foxboro. Over the past years they have picked up other lines and all continue to work hard. George has proudly been a member of A.S.P.E. since 1989. G.E.D. has been a proud sponsor of 10 out of the past 20 Product Shows and has committed to a booth at the 20<sup>th</sup> Anniversary Show.

Congratulations Boston Chapter of A.S.P.E. on your 20<sup>th</sup> Anniversary of Product Shows. We are honored to be members!

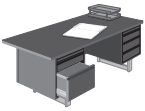


How It All Started....

Many people ask us the derivation of our Company Name, "Were Gustavo and Preston two individuals?"

In 1881, GUSTAVO PRESTON founded the business in Boston, which still bears his name. Mr. Preston was the son of a "State of Maine Yankee" who was Consul of the United States to Puerto Rico when the island was a Spanish possession. His mother was the daughter of an old Spanish family on the island, who named him "Gustavo", the Spanish equivalent of Gustave or Gustavus. Gustavo was sent by his father to the Blue Hill School in Maine where he had received his education.

*(Continued on page 7)*



## President's Report

This month I find myself thinking about the past six years on the board but before I get into that I have a few items which I need to address first.

This Wednesday the 23<sup>rd</sup> of March myself and Manny Garcia your VP legislative will be meeting with Joe Peluso and Paul Kennedy of the State Plumbing Board to review procedures by which Your ASPE board can more effectively communicate with each of our boards. Doing this will help Manny can get information to our members faster. I have high hopes for this meeting that we can come to an understanding and an agreement between our boards.

Now as everyone I am sure is aware this May will be our Elections. Within this newsletter you will find the ballot and as you will notice I am not on it. This does not mean I will not be around. I believe your next president will be appointing me as the education chair. With that being said I have all ready contacted a few of you about some of the initiatives I will be working on. In the next couple of months I will be contacting many more of you.

Lastly I would like to thank a number of people for all their help in the last six years. First and foremost I would like to thank Frank Teebagy for getting me involved in the Boston Chapter Board. Next I would like to thank Jim Polando for all his help over the years. I would also like to thank each person who has stood with me on the Board. I will not forget all the help that you have given me over the last 6 years. Finally a thank you to all the members that have stepped up to serve on committees and as delegates.

**By Frederick Neth, CPD, President, Boston Chapter ASPE**

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email: jgooding@goodingd.com

### Board of Governors

**Chairman - Al Marzullo PE, CPD**

### Members

**Joseph A. Vela, Sr., CPD**  
**William F. Hughes, CPD**



## Membership News

### New Members

The Boston Chapter would like to welcome its newest members;

Frank Denisi	Full Member	BVH Engineers	Newton, MA
John O'Brien	Full Member	RDK Engineers	Boston, MA

### Membership Drive

Our membership drive is well underway, and the new membership applications continue to roll in. I recently sent out another mailing of applications to past members from our chapter. I have found that many members have had their membership lapse and all it took to get them to re-join was to give them another application. It only takes ten minutes to fill out. Writing the check is the hardest part, but who knows, maybe you'll be the lucky winner of the \$250 Best Buy gift card.

The membership drive runs through May 1<sup>st</sup>, 2011. We will be holding a Membership Drive Prize drawing at the May meeting where the names of all new members and all sponsors ] will be entered into the drawing and one name will be selected at random. Like I said, the winner will receive a \$250 Best Buy gift card. Qualifying Members and Sponsors must be in attendance at the May meeting to win.

Membership applications can be downloaded off the [www.aspe.org](http://www.aspe.org) website. Completed membership applications should include the sponsor's name on the applicable line at the bottom of the application. The application and membership dues payment should then be mailed to me, John Callahan, c/o J. H. Pokorny Associates, 1502 Providence Highway, Norwood, MA 02062. This will allow me to accurately track all new members and their sponsors. I will forward your application and membership dues payment on to Society. It's that simple.

(Continued on page 6)



# Technical Report

## March Meeting Wrap-up

The meeting at the Harpoon Brewery was intended to mix things up a little. The topic was based on the brewing of the various beers and the process that is involved in making the product. To supplement the narration piping product samples were on display. We had concerns if the venue change would have an impact on attendance. We are happy to report that the attendance was almost double that of regular monthly meetings. The immediate feedback from attendees was very positive.

## April Technical Topic

This month's guest speaker will be Mr. Joe Scott, CPD, FASPE, LEED AP. Joe is a Vice President senior plumbing design engineer at Cannon Design based in St Louis, MO. A few members of the chapter had recommended we invite Joe to speak at our one of monthly meetings to share some of his insight in the plumbing industry. Joe is also a frequent author of many articles that have appeared in *Plumbing Systems & Design Magazine*.

**"Musings of a Plumbing Engineer"**. In this session we will be reviewing photographs of various installations of plumbing systems to try and gain a better understanding of what is installed and why there may be better ways to solve the problem. This subject matter will also highlight other installations that may be less than optimal and will teach the participants what not to do and also provide a little humor along the way.

## Next Year

We are in the planning stages of putting together next year's technical topics for our monthly meetings. I have received numerous calls from affiliates requesting a time slot. In general we are looking for more substance to give our members. I have to remind the callers that any of our presentations have to be technical and non-proprietary. There are a few who have solid presentations and meet our criteria. However we still need your input. Please feel free to contact any board member with your suggestions.

I hope to see you at the next chapter meeting at the Lantana on April 12<sup>th</sup>.

By Rich Dean, CPD, V.P. Technical, Boston Chapter ASPE

*DiGiorgio Associates Inc. (DAI) is a Boston based Architectural and Engineering firm with a branch office located in Farmingdale, ME. DAI was established in 1984. In 1988, DAI opened a construction subsidiary, Monitor Builders Inc. (MBI). In 2002, DAI added an engineering division to be able to offer clients a full range of quality design, engineering and construction services. At DAI, the primary focus is on providing quality services to our clients, while providing leadership and growth opportunities to our staff. Although DAI's client base is diverse, we specialize in the planning, architecture, engineering and construction of acute care hospital facilities as well as other medical project types.*

We are currently accepting applications for the following position:

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225 Friend Street  
Boston, MA 02114

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Email: [jobs@dai-boston.com](mailto:jobs@dai-boston.com)

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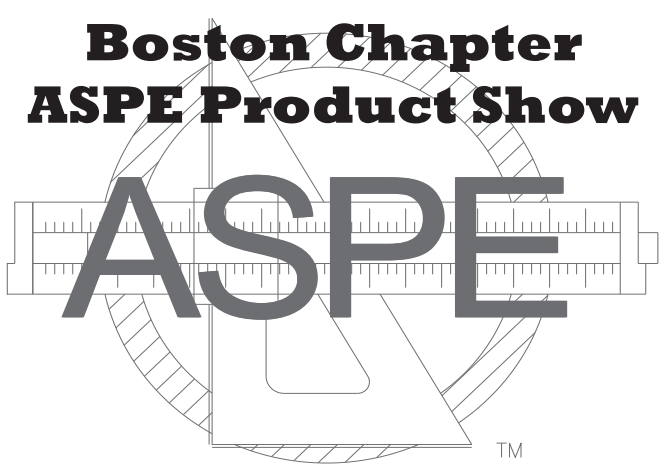
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<p><b>Boston Chapter ASPE Product Show</b></p> 
<p>The Boston Chapter Board of Directors is pleased to announce our</p> <p><b>20<sup>th</sup> Anniversary Product Show</b></p> <p>to be held on</p> <p><b>November 8, 2011 at Lantana, Randolph, MA.</b></p>

**Important Newsletter Update**

We currently have an enormous number of former chapter members who are still on our monthly newsletter mailing list...but not for long. The Boston Chapter spends a lot of money sending newsletters to former members in the hope that by staying in touch they will eventually rejoin. Because of the economy, we made a decision to keep recent members on the mailing list. It has recently been decided that after this month, newsletters will only be sent to current members. In a nutshell, when the May chapter roster is received from society I will purge all non-member names and addresses from our mailing list. For many of you, this will be your last newsletter as a non-member.

**"So you have to ask yourself, do you feel lucky?"**

Are you wondering if you are in jeopardy of being purged from the Boston newsletter mailing list? To verify if you still a member in good standing, take a look at your mailing label. If your label is printed in RED, you are not a current member, and yes, your name will be purged from the mailing list unless you re-join. If your label is printed in GREEN, you are currently a member in good standing and you will continue to receive this timely and informative newsletter each month. Isn't that great? Life is good!

By John Callahan, CPD, V.P. Membership,  
Boston Chapter ASPE

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(Continued from page 2)

Mr. Preston first acted as an agent for a producer of Malaga grapes in Spain and then for a Puerto Rican manufacturer of those long, black, cooked, dry, but mild, cigars. He was also a principal supplier of molasses, to the famed rum distilleries of Medford and Newburyport, by a by-product of the Puerto Rican sugar centrals. Soon Mr. Preston was operating his own fleet of schooners between Boston and Puerto Rico carrying coal to the island with return cargoes of molasses, bay rum, cigars and tobacco, raw sugar to the South Boston refineries and salt, from an evaporative process, to the New England fisheries.

The firm also acted as a purchasing and sales agent, exporting sugar mill machinery, pumps, boilers, engines, condensers, pipe valves and fittings, sugar bags from India, fertilizer and other plantation and sugar mill supplies as there was little direct representation on the island. Soon Mr. Preston had interests in several sugar centrals, a bay rum distillery, a cigar factory, and planted and operated a large grape fruit plantation. He was a pioneer in the first canning of grapefruit.

Upon Mr. Preston's death in 1918, E. Harold Newhall, his business associate of 20 years, became managing partner and continued the firm's activities in importing Puerto Rican products and exporting machinery and supplies to the island. In the meantime, changes had occurred in many of the firm's markets. There was more direct representation on the island for machinery and supplies and the volume of business in this area had diminished; refrigeration had changed the grapefruit marketing and diminished the use of salt to the fishing industry; oil began to take over the market for coal; sailing ships were losing out to the larger and faster freighters; prohibition had eliminated the huge consumption of molasses; bay rum, which used to be found in every household as an universal medicant, was no longer being distilled from bay leaves in the same manner as distilling gin from juniper berries; like gin; and Puerto Rican cigars were in less demand. One positive area of imports was it's increase in volume of honey which had grown from a single barrel, which one of the schooner captains had tossed in the hold, along with barrels of molasses. This honey was enthusiastically used by a large candy manufacturer in Boston which subsequently created a demand for other types of foreign and domestic honey and soon the firm was supplying upwards of a million pounds of honey annually to the New England market to candy manufacturers, confectioners, and bakeries. Unfortunately this activity was discontinued in 1941 when World War 11 began.

In 1928, the Puerto Rican hurricanes devastated the properties in which Mr. Preston had interests and for whom the firm acted as agents, and the decision was made to incorporate the firm using the name of its founder in the title, and augment its sales engineering staff for the sale of compressors, pumps, heat exchangers, air and liquid filters, and allied equipment in the New England area.

In 1935, following the death of F. Harold Newhall, William E. Doll became President and was succeeded on his death by Joel W. Reynolds, RE, who served as Vice President and Treasurer since the firm was incorporated in 1928. Upon retirement of Joel W. Reynolds in January, 1968, his interests were conveyed to Rudolph L. Helgeson, RE, as President and Treasurer, and Richard H. Pierce, P.E., as Vice President and Secretary, both of whom had been associated with the Company for more than 20 years and Tufts University engineering graduates.

For the next 25 years Gustavo Preston Company flourished in the Commercial, Municipal and Industrial markets selling pumps, compressors, heat exchangers and filtration products. The Company had a service division repairing air compressors and a sales force and administration staff of over 25-30 people. Upon the death of Rudy Helgeson the service division was sold off and Dick Pierce concentrated the company's efforts on equipment sales. After many years of service Dick Pierce, responsible for much of the company's reputation of quality engineering and service, sold the company in 1990 to Roberta Spence, a long-time trusted employee.

Roberta Spence directed the company until early 1994 until which time she approached her sales engineer, Maureen Pellegrini, a graduate of Mass. Maritime Academy, in search of a buyer. It was at this point that Maureen and David Pellegrini, also a graduate of Mass. Maritime Academy and Babson College, already experienced in the agency sales business, bought the company.

In March of 1994 David and Maureen Pellegrini hired David Downey ( a Mass Maritime Graduate)and go forward with 4 employees Gustavo Preston Company expanded their product offering, vendor and customer base, engineering sales and sales territory which now spans across the US, Europe and Asia. Today Gustavo Preston Company designs and sells pumping systems, heat exchanger systems and products and other fluid handling equipment through US suppliers as well as suppliers contracted in India.

In 1997 Gustavo Preston Service Company was formed to service pumping systems for Commercial buildings and golf course irrigation systems. Hundreds of preventative maintenance contracts for pumping equipment are established through out New England along with 24 hour emergency service.

Located in its own 12,000 sq.ft. building with 35 employees Gustavo Preston Company founded 130 years ago continues with the tradition of selling and servicing of quality fluid handling products. So, "the name is the same" and that's how it happened.

All comments, suggestions and support are welcome at any time to:

**Paul Taylor** (ptaylor@ber-engineering.com)

**Nancy Bonnetti** (nbonnetti@quanteng.com)

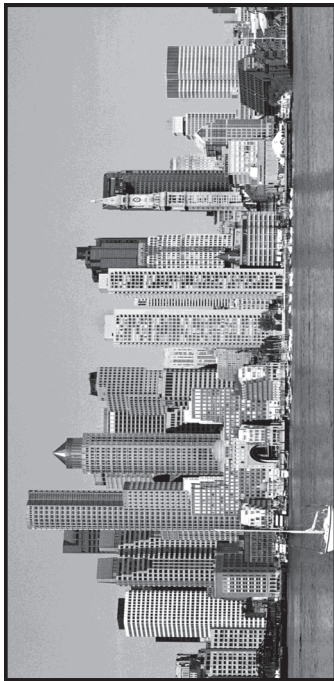
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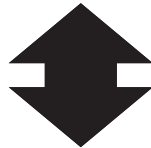
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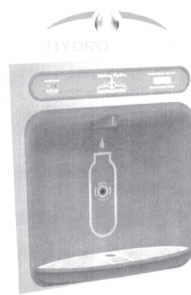
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