



Serving homeowners and businesses in the Greater Lehigh Valley since 1929.



1226 Stefko Blvd., Bethlehem, PA 18017 • 610-868-8566 • www.dbrothers.com

FALL/WINTER 2022

Personally Speaking

Common Sense Best Medicine for Uncommon Energy Markets

During the past few years, we have all lived through some of the most uncommon cost increases in recent history. Electricity, natural gas, heating oil, propane...all energy prices are at sticker shock levels right now. After many sleepless nights trying to grasp how to deal with the uncertainties of the energy markets, I have come to this conclusion: the best medicine for uncommon times is a double dose of common sense.

As a small family-run fuel retail business, Deiter Bros. cannot control the machinations of the vast energy markets or the geopolitical events that influence them. We can only do our very best to manage how they affect our customers. So common sense prevailed last Spring when we offered the 2022 version of our BetterWay Budget Plan with Price Cap program. It sold out in record time. Now many of you have a not-to-exceed price per gallon, and if market prices drop below that, so does the price you pay.

My next point may seem counterintuitive for a guy who sells heating fuel but it's this: *Conservation Is Common Sense...Use Less, Spend Less.* When it comes to home heating, Americans have always been good at tightening the belt a notch or two. In this issue of *Comfort Courier* I've included several ways to conserve fuel this winter and by following these easy tips you can cut your fuel usage up to 20%.

Another common sense move is to renew or become a member of our Planned Maintenance Program. Along with our

24-hour emergency service coverage, it includes an annual cleaning (semi-annual for heat pumps), and tune-up for your heating, air conditioning gas or heat pump system. This procedure ensures you'll get the maximum heat for minimum fuel this winter. If your furnace or boiler is more than 20 years old, it may be time to consider a new high-efficiency system that would cut your fuel usage as high as 40%. If you want a great price on a top brand home heating system, just give us a call. We can get your new energy-saver installed before the leaves fly.

Lastly, I am hoping that some of this good old Pennsylvania Dutch common sense rubs off on our leaders in Washington. Americans need and deserve a realistic national energy policy...especially one aimed at reclaiming our nation's energy independence. Unfortunately, common sense is not so common in Washington these days.

As always, I am extremely grateful for your continued loyalty as a member of our Deiter Bros. Family of Customers. Like all families, we'll support each other as best we can and get through the changes and challenges as we always have—together.

Thank you!



James G. Deiter,
President, Deiter Bros.

IN THIS ISSUE

- **Planned Maintenance Agreement**
- **2022 Pre-Winter Specials**
- **Fall & Winter Weather Forecast**
- **Energy Outlook**
- **Electrical Outage**
- **Winter Safety**
- **Heating Fuel Conservation**

IN THIS ISSUE

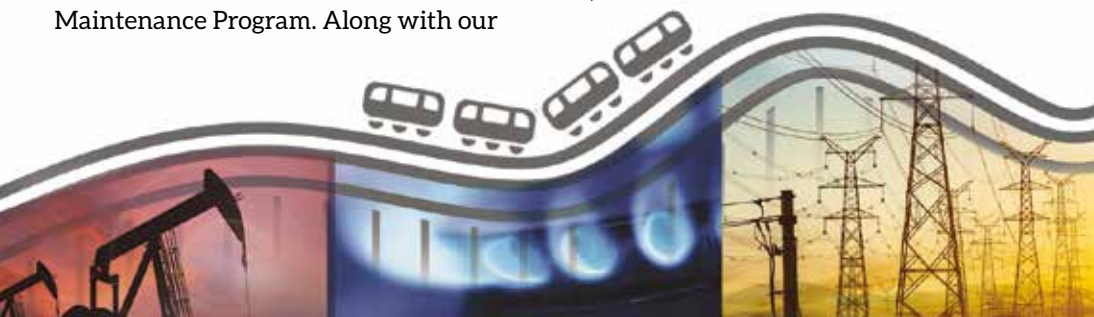
**Double
Double
PRIZES!
20 Winners**
of FREE Heating
Oil or Propane

We've DOUBLED Your Chances to WIN... and DOUBLED the PRIZE VALUES!

In this *Comfort Courier* there are **20 customer account numbers** hidden throughout the articles. If one of these is yours, you are an **INSTANT WINNER** of \$100 worth of EnviraFuel heating oil or propane.

We have printed your customer account number on the mailing label of this issue. Check it, then read the *Comfort Courier* carefully. If you spot your number, give us a call and we will immediately credit your account with \$100 worth of EnviraFuel® heating oil or propane.

GOOD LUCK!



Your Strongest Weapon in the Fight to LOWER YOUR HEATING COSTS



PLANNED MAINTENANCE AGREEMENT

Today's energy costs make it more important than ever to keep your current heating system running as lean and clean as possible. The easiest and most affordable way to do this is with our Planned Maintenance Agreement coverage on your HVAC system. Not only will you save energy dollars by getting more heat out of less fuel, the preventive maintenance can save you thousands on costly repair or replacement costs.

Plus, a Deiter Bros Planned Maintenance Agreement ensures you of our rapid-response, front-of-the-line PRIORITY CUSTOMER SERVICE. You'll enjoy the peace-of-mind in knowing your home and family are protected... especially throughout the 102179 coldest days and nights which lie ahead this winter.

Every Planned Maintenance Agreement includes:

- Annual Heating System Cleaning & Tune-Up (Semi-Annual for Heat Pumps)
- 24-Hour Emergency Service Coverage at Regular Rates...Never an Overtime Charge
- 20% Discount on Repairs
- Computerized Efficiency Testing
- PRIORITY CUSTOMER SERVICE Front-of-the-line dispatch

Not available in all delivery areas. 24-Hour Emergency Service is ONLY Available to Planned Maintenance Agreement Subscribers.

Available for ALL HVAC Systems:

HEATING
OIL

NATURAL
GAS

PROPANE

HEAT
PUMP

CALL NOW to sign up for your Planned Maintenance Agreement and to schedule your Annual Heating System Cleaning/Tune-up at 610-868-8566.

PRE-WINTER SPECIALS!

Also see Page 5 for

GENERAC

**Generator
FREE Warranty**

Call

610-868-8566

Email

comfort@dbrothers.com

MITSUBISHI ELECTRIC Wall-Mounted Ductless Mini-Splits

Super Heating & Cooling in 1 Sleek Unit

- Slim Design Fits Almost Anywhere
- No Ducts, Lower Install Cost
- Whisper Quiet
- Monitor Room Conditions and Adjust the Fan Speed to Fine-Tune Your Comfort

Financing Available*

Deiter Bros. is a Mitsubishi **DIAMOND CONTRACTOR**

3 Reasons to Switch your Electric Hot Water Heater to a **NEW Propane** Hot Water System

1. Less Energy Cost
2. More Hot Water
3. **\$90** Deiter Bros. Credit off our Best Deal!

Unlimited Hot Water... Limited Time Offer!

CALL NOW for more info on the COMFORT & ECONOMY of Propane-Powered Hot Water Heating

Refer & Rewards

Simply have your referred friend or family members call or email us and mention that you referred them. For every one of your referrals who become a Deiter Bros. Heating Oil or Propane automatic delivery customer, you are BOTH eligible for these REWARDS!

Call: **610-868-8566**

Email: **referral@dbrothers.com**



\$75 for You. Credited to your account.*

\$75 for Your Referral. Credited to the new account.*

5,000 Deiter Bros. Rewards Points for Each of You.

Redeemable for future purchases of fuel, equipment, services and more.*

*200 Gallon Minimum Automatic Fuel Delivery Required for All Above Product/Service Categories. One cash reward per referral that becomes a customer qualified by all Deiter Bros. Refer & Rewards program credit and fuel volume purchase criteria. One set of cash and rewards points per current customer and qualified new customer. Rewards cannot be compounded by acceptance by new customer of multiple product/service categories. Offer subject to change or withdrawal without prior notification.

FALL & WINTER WEATHER FORECAST

Our ever-faithful forecasters at the *Old Farmers Almanac* (founded 1792) use both traditional and technological techniques to predict weather. One of their proven predictors is the volume of sunspots, which are caused by 267753 magnetic storms on the surface of the Sun. Apparently, when sunspots decrease, so do the temperatures here on Earth. We are currently near 100-year lows in sunspot activity which is a major reason why these weather wizards state: *"We believe that most of the U.S. will be colder than normal this winter."*

Those Old Farmers have been accurately predicting weather for 230 years. But we're not exactly newbies here at Deiter Bros. Our family's mission is to protect you and your family from the discomfort of weather extremes. We've been duking it out with Old Man Winter for the past 93 years. And we're ready to tussle with that crusty old buzzard again this Fall and Winter! Let's take a look at what our frosty foe has in his bag of tricks for the upcoming heating season.

OCTOBER

At 57-degrees average temp, October will be on track for a brilliant leaf-peeping season. That is, if the summer drought and heavier rains predicted— 3 inches more than average — don't detach the 29323 leaves first! Steady downpours open the month and don't let up until a brief window of glorious Indian Summer weather graces us from the 14th to 18th, then abruptly shuts with a mix of thunderstorm nights and the occasional sunny, cool day. Perfect for watching the local leaves dress in all their flaming color. Halloween (10/31) is on a Monday so many communities will have trick-or-treaters out on Friday and Saturday, both of which are predicted to be rainy so watch out for their safety.

NOVEMBER

Bundle up! Opening temps will be one degree below average but "real feel" will be much colder because of penetratingly chilly rains off-and-on from the first right up to Veteran's Day on the 11th. (But don't let rain dampen your American spirit. Remember to thank someone special this Veteran's Day!) The dreary 33457 days take a welcome break for the long Thanksgiving weekend from the 24th to 27th, so enjoy the warmth... it won't be back for a long time. November bids a cold goodbye with plummeting temps and the first measurable snow shower of the season.

DECEMBER

Who left the freezer door open?! The last month of 2022 will be colder and snowier than average with Week 1 kicking off the freeze tease with sloppy mixes of wet snow and very cold night temps, so beware of icy roads while holiday shopping. Mid-month is mercifully milder and the first day of Winter on the 21st is cold but sunny. Old Man Winter goes from nice to naughty with single-digit temps as we get ready for Santa's run and the best odds we can get for a white Christmas are 50/50. 2022 ends with ice-blue skies and nightly temps hovering in the mid-teens.

JANUARY

No need to ice the champagne for New Year's Day 2023... just leave it on the porch! Bone-chilling temps at 3-degrees below average and icy precipitation at 4-inches above average will dominate the month. Week 1 brings the Lehigh Valley's first serious snowfall and sustained cold continues throughout the month with wind-whipped flurries adding to next year's deep-freeze debut. Get the snow shovels out because twin snowstorms will blanket the Valley during Week 4.

FEBRUARY

Enter the Big Chill. 5-degrees below average temps will be the very cold reality throughout February, and that means multiple days of double overtime for your heating system, so make sure it is tuned up and ready to slug it out without a break (or breakdown!) for this month. 35867 Intermittent snows and pipe-freezing temps will show zero love on the Tuesday of Valentine's Day, so plan on keeping it cozy indoors with your sweetie. We'll all be thankful this is the shortest month because the final two weeks of February will be nothing but cold, cold, cold.

MARCH

After our February Freeze, March will feel like a walk in the park...which isn't a bad idea to shake off those past few months of housebound "cabin fever". Temps will average an almost balmy 44-degrees and our last snowfall drops between the 10th and 12th. A sharp upward trajectory of warming brings on the green for a cheer-filled St. Patrick's Day on Friday, the 17th, followed by the first official day of Spring on the 20th. A few rainbow showers wash out the last vestiges of winter for the 41666 final days of March, setting the table for the welcome warmth of another fragrantly refreshing springtime here in our beautiful Lehigh Valley.



REMEMBER: October is Breast Cancer Awareness Month

Energy Outlook

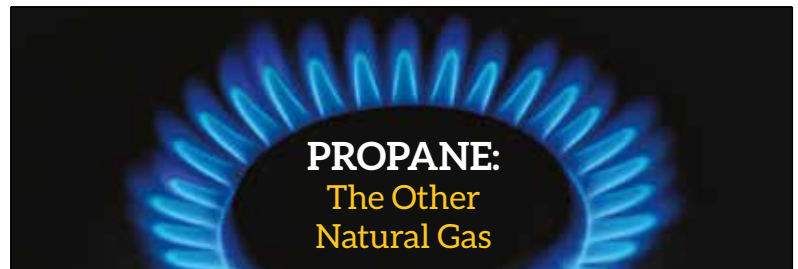
The U.S. Energy Information Administration (EIA) is predicting a significant drop of 15% in heating oil prices for 2023. Prices for natural gas will dip slightly by an estimated 1.5% and electricity costs are expected to continue climbing. Shown below is a 3-year look at the EIA's Short-Term Energy Forecast:



U.S. Energy
Information
Administration

YEAR:	2021	2022	(Projected) 2023	
HEATING OIL: (Per Gal.)	\$3.00	\$4.47	\$3.89	↓
NATURAL GAS: (Per 1000 Cu. Ft.)	\$12.27	\$13.80	\$13.58	↓
ELECTRICITY: (Per Kilowatt Hr.)	\$13.72	\$14.45	\$14.66	↑

A part of the U.S. Department of Energy, the EIA is a principal agency of the U.S. Federal Statistical System responsible for collecting, analyzing and disseminating 43802 energy information to promote sound policymaking and public understanding of energy and its interaction with the economy and environment.



PROPANE vs. ELECTRIC HEAT

FACT: Propane COSTS LESS...in 2 ways:

- (1) Energy Costs: According to the U.S. Department of Energy (DOE) propane heat costs significantly less than electric heat.
- (2) Equipment Costs: A new, high-efficiency propane furnace can be installed for a fraction of the cost of an electric heat pump. Plus, propane heating equipment lasts longer, averaging 15 to 20 years of service life...electric heat pumps must be replaced after 10 to 15 years.

FACT: Propane is CLEAN & GREEN heat.

Propane is classed as an approved clean fuel in the U.S. Clean Air Act. It is one of the cleanest-burning energy sources with the lowest carbon content of any fuel. Compared to electricity, much of which is ultimately powered by coal, gas or nuclear power, propane is a much greener energy source.

FACT: Propane is an INDEPENDENT choice!

Propane is delivered by independent companies like Deiter Bros. who must COMPETE for your business on price, service and value. Electricity is delivered by one regional corporate monopoly – PPL Corporation.

Most recently, PPL's rates increased by 38%. 800609

With Natural Gas Supplies Threatened, Germany Shifting to Oil Energy

As Europe's largest economy, Germany has long been viewed as a bellwether for energy and environmental innovation. Now many German decision-makers are strategizing how to fulfill their energy needs with Russian President Vladimir Putin threatening to cut off natural gas supplies. Many have arrived at the same answer: switch to oil.

2021 data showed Russian pipeline gas accounted for 32% of Germany's supply. To have nearly one-third of its energy held hostage by a despot is an unacceptable risk for German business and government leaders—especially with the 146268 winter heating season fast approaching.

According to a recent report from Angus Energy, an industry leader in global energy intelligence, the Munich municipal energy utility has converted two gas-fired boilers to run on 68420 diesel fuel. In the German Alps region, a farming

cooperative is training milk truck drivers how to drive oil tanker rigs. And up near Dusseldorf, the revered Veltins Brauerei—founded 1824 and Germany's fourth-largest beer brand—has stockpiled five weeks worth of diesel fuel to prepare for an emergency shift away from natural gas.

Government leaders in Berlin are encouraging the shift by cutting through the bureaucratic red tape. "I have promised to reduce the bureaucracy when converting systems to an absolute minimum," said Anja Siegesmund, the regional environmental minister.

The Angus Energy report states: "Privately, oil traders are getting inquiries from German companies that haven't previously bought fuel oil or diesel, or abandoned the practice many years, or even, decades ago."

More Electrical Outages Ahead?

Leading Authority Cites Challenges to Power Grid

The North American Electric Reliability Corporation (NERC) is a leading authority on that vast interconnected web of electric power sources and delivery networks known as the "power grid."

In a July 20, 2022 official announcement titled "Extreme Weather, Inverter Issues and Cyber Threats Pose Unprecedented Challenges to the Grid" NERC cited key reasons why citizens, commercial and industrial interests and governments should prepare for power outages in the near future.

Leading Threats

- Geopolitical events, new vulnerabilities, new and changing technologies and "increasingly bold cyber criminals and hackers presented serious challenges to the reliability of the grid."
- Extreme weather challenges the grid and will continue to do so. "It is clear that the bulk power system is impacted by extreme weather more than ever before," said John Moura, director of Reliability Assessment and Performance Analysis for NERC.
- February 2021 winter events in Texas and California demonstrated that a significant portion of the impacted area was unable to supply power during cold weather. The problem was overdependence on renewable resources (solar and wind) to meet peak load demands. 769990 Multiple instances of the loss of solar and wind power confirmed increased reliability risk.

How Can You Prepare for Future Power Outages?

"Hope for the best but prepare for the worst," advises Jim Deiter, president of Deiter Bros. Heating Cooling Energy. "Extended losses of electrical power have been experienced in areas of our Lehigh Valley in the past. They are more than a passing inconvenience. During extreme cold or heat, power outages present a serious threat to the health of our families and institutions. My advice is to have a power back-up plan."

One reliable back-up plan is the installation of a standby power generator system capable of providing power to homes or businesses over an extended period of time, if necessary.

Proven Protector Against Power Outages

Generac is America's leading manufacturer of power backup generation systems with a wide variety of capacity ranges to fit both residential and commercial needs. They can be powered by propane or oil and are engineered to start automatically in the event of a power loss, maintaining food refrigeration, heat or cooling, domestic hot water, TV and internet connectivity, and 769436 other functions.

In the Lehigh Valley region, Deiter Bros. is a Generac PowerPro Select Authorized Dealer. "We studied all the brands out there and Generac clearly has the best engineering, build quality and factory support," Deiter said. "We have Generac-trained technicians on staff and have installed countless systems in all types of scenarios."

Generac standby power systems are known for their robust reliability and come with a 10-year warranty (see offer below).




10 YEAR WARRANTY FREE

STAY IN POWER!

Product shown with optional fascia kit

GENERAC

Keep Your Power 
with a
GENERAC Standby Generator
from Deiter Bros.

Request a Free Quote at
www.dbgenerators.com

Act Now
for **FREE 10-Year Warranty***
(\$1,035 VALUE!)

Offer valid until Sept. 25, 2022

* Terms & Conditions Apply

610-868-8566

Deiter Bros.' ABCs of Winter Safety

We all want to save on heating bills this winter. But some energy-saving moves come with potential dangers. Your family's safety is always our top priority here at Deiter Bros. So here are three areas for cautionary attention. As always, if you ever have ANY questions about home heating safety, please call us at 610-868-8566.



A ALWAYS TEST Your Smoke Detectors

You should always have up-to-date, working smoke alarms...especially in the cold months when risks of household fires increase. Also, test your smoke detectors once a month to ensure batteries still work properly.

The National Fire Protection Association (NFPA) recommends you replace smoke detectors every 10 years, no matter the condition.

BACTERIAL DISEASE Danger Increases If Hot Water Heater Is Set TOO Low

Turning down the temperature on your hot water heater can save energy. But turning it too low creates the risk of bacteria growing in your pipes or water heater, including the dangerous strain Legionella – the source of Legionnaire's Disease. We recommend that you do NOT set your water heater to anything below 120 degrees F. If you are unsure how to adjust the temperature for your domestic hot water heating system, don't take chances – call a professional.

CAUTION with All Space Heaters



The NFPA cautions that space heaters are a leading cause of residential fires during the colder months. Here are 769270 critical safety tips to follow when using a space heater:

- **Always Supervise Space Heaters**

NFPA experts recommend remaining in the room and keeping an eye on the space heater. Using a space heater while sleeping or keeping it on when you leave the room increases the chance of a fire hazard.

- **Follow the 3-Foot Space Rule**

The NFPA says leave at least a 3-foot gap between a space heater and anything that can burn, like rugs, upholstery, curtains,

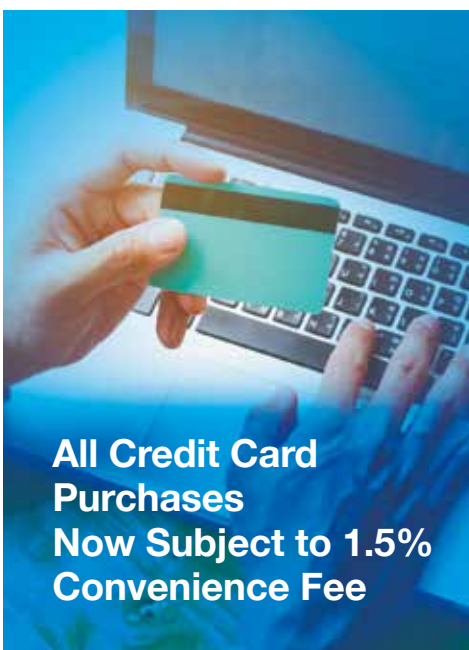
blankets or paper. The 3-foot rule applies to people and pets, too, so don't place a space heater in a high-traffic area or hallway. Also, make sure it's seated on a flat, solid surface to avoid tipping.

- **Make Sure There's an Automatic Shut-Off Function**

This is vital so the space heater shuts off automatically if it begins to overheat or tips over.

- **Never Ever Plug a Space Heater Into a Power Strip or Extension Cord!**

A typical space heater generates up to 1,500 watts of power, so using a power strip or extension cord is a dangerous idea. The U.S. Department of Energy says ALWAYS plug it directly into a wall outlet.



**All Credit Card
Purchases
Now Subject to 1.5%
Convenience Fee**

Per previous notices, Deiter Bros. now charges a 1.5% convenience fee on all credit card purchases. We adopted this policy because of the high "swipe fees" charged to merchants by credit card companies. The modest profit margins of many family businesses like Deiter Bros. simply cannot afford to pay these ever-increasing credit card fees, which have more than doubled in recent years.

NOTE: You can avoid this 1.5% fee if you:

1. Pay by regular check.
2. Switch to a secure electronic check payment (ACH) from your checking account. Simply call us with your checking account information to provide secure access for future payments. Call during regular working hours: 610-868-8566.

NEW!

**Deiter Bros.
Also Now Accepts
MOBILE PAYMENTS
From:**

Apple Pay

Google Pay

Deiter Bros. Recognized for World-Class Safety Standards



We are proud to share that Deiter Bros. has achieved Gold in the Associated Builders and Contractors (ABC) STEP Safety Management Program. According to the ABC announcement issued August 25, 2022: **“STEP is a world-class safety program that dramatically improves safety**

performance among construction industry participants. It enables ABC member contractors like Deiter Bros. to have safer and more productive jobsites.” Congratulations to our team on achieving this gold standard in job safety. To learn more, visit www.abc.org/step.

CONSERVATION Common Sense:

5 Ways to Reduce Your Heating Fuel Usage This Winter

1

Heating System Cleaning & Tune-Up

In our 93 years of heating experience, this is THE most affordable and effective way to ensure you're getting the *most heat from the least amount of energy*. Depending on your 768183 system and maintenance history, this can cut fuel consumption up to 15%. See Page 2 for facts on Deiter Bros. Planned Maintenance Agreements.

2

Keep Your Heat Where It Belongs...Inside!

Stop leaking heat! An amazing amount of expensive heated air can escape through unsealed windows, doors, electrical outlets, 760528 attic hatches and more. According to the Natural Resources Defense Council (NRDC) inexpensive weather stripping can save an average household 10% to 20% on annual heating bills.

3

Bundle Up & Turn Down That Thermostat

Sweaters and blankets cost a lot less than heating fuel. The NRDC advises that if you lower your thermostat by 7 to 10 degrees for 8 hours a day you will save up to 10%. Bundle up a bit more and save a 766351 bundle on your heating bills!

4

Change the Direction of Your Ceiling Fans

According to the DIY experts at Apartment Therapy (www.apartmenttherapy.com) running your ceiling fans during the cold winter months can help save as much as 10% on heating costs. Remember: warm air always rises. When your fan blades are spinning **CLOCKWISE** cold air is drawn upward and the warmer air is forced back down to you and your family. Give it a spin and feel the difference in your wallet this winter.

5

Use Those Curtains and Drapes for More Than Show

Make those cloth curtains and drapes you paid a small fortune for pay their own way this winter. According to the U.S. Department of Energy, curtains and drapes closed at night can cut window heat loss by 25%. If the windows face south, pull back the curtains to allow passive solar heat in during the daylight hours.

FOR MORE ENERGY SAVERS, there's a lot of factual and free 800868 information in an online booklet from the U.S. Department of Energy titled "Tips on Saving Money and Energy In Your Home." Check it out at www.energy.gov



1226 Stefko Blvd., Bethlehem, PA 18017

PRSR STD
U.S. Postage
PAID
Lehigh Valley, PA
Permit No. 547

INSIDE:
**NEW! Double Chances
to WIN Double Prizes!**



Deiter Bros.' Pennsylvania Home Improvement Contractor
Registration #PA000736 / NJ HIC #13VH04248200



Cooler Weather is Around the Corner...

...and it's time to schedule your Annual Heating System Cleaning and Tune-up!

Getting this 800983 vital service is the easiest, and most effective way to keep your system running strong all season long.

Time slots fill up quickly!

CALL NOW at **610-868-8566** to book the best time available.
Or **SCHEDULE ONLINE** at **www.dbrothers.com**



Drop off a new toy* at 98716 locations below and we'll get it to Toys For Tots in time for Christmas:

Deiter Bros. BETHLEHEM - 1226 Stefko Blvd.
or Deiter Bros. EASTON - 1000 Bushkill Dr.

For pick-up at your home or business,
email: **T4T@dbrothers.com**.
More facts? Call **610-868-8566**.

**Drop Off Toys
NOW through
December 10, 2022
Monday to Friday
8 am to 5 pm**

*Toys, games, arts, electronics or sporting goods appropriate for boys and/or girls up to age 12. **NO NEED FOR HOLIDAY WRAPPING.** Keep all 801576 toys in original packaging. No food items or toys resembling weapons, please.