



Serving homeowners and businesses in the Greater Lehigh Valley

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

SPRING/SUMMER 2023

*Personally Speaking*

## Mild Winter Could Not Have Come at a More Merciful Time

“Mercifully mild” is how I would describe the weather this past winter. And I am very happy that it turned out this way.

The Lehigh Valley had its warmest January on record with an average of 38.3 degrees—8.2 degrees above average. February was also very mild with warmer than average temperatures and only one “plow-worthy” snowfall of a few inches on February 28th.

So, why am I happy for this warmer winter weather? After all, Deiter Bros. is in the heating fuel business and selling the most product we can during the winter months is our highest priority, right?

Frankly, no. Our highest priority is keeping our customers comfortable and confident in their decision to trust Deiter Bros. for their indoor comfort. That’s been the Deiter Family’s core mission since 1929... always has been, always will be.

Sure, we sell heating oil and propane and the more volume the better during normal market conditions. But this past winter, the energy markets were not even close to normal, as I stated in this *Comfort Courier* column last Fall: **“Electricity, natural gas, heating oil, propane... ALL energy prices are at sticker shock levels right now.”**

Energy prices stayed too high throughout this past winter. In my opinion, they are still too high. The reasons for this are as varied as the fingers pointing blame. It is

my opinion, however, that a main driver is our political leaders’ agenda to wean America off fossil fuels. These fuels now supply about 80% of our nation’s energy needs. But the political policymakers lack a clear pathway to realistically achieve their “go green” goals without inflicting significant economic pain at the pump and pocketbooks for all American consumers.

I’m a heating fuel guy, not an economist. But I can tell you that if we had experienced very cold temperatures for extended periods this past winter it would have had very painful consequences for countless families and businesses throughout our Lehigh Valley home community.

With energy markets/prices this uncertain, it was tough enough for many people to get through this warmer-than-normal winter. These are people I care about very much. A brutally deep-freeze winter could have been disastrous.

So, yes, I’m happy we had a “mercifully mild” winter. And I’ll be even happier when we finally see a realistic national policy bring some clarity back to the energy markets—and the prices we all pay for our heating and transportation needs.

**Thank you!**

*James G. Deiter  
President, Deiter Bros.*



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Lehigh Valley Consumers Have Spoken:



**Deiter Bros. Voted #1 For 34th Year**

in Independent Research Survey  
(See Inside)

### IN THIS ISSUE

**10** PERFECT **Winners of FREE Heating Oil or Propane**

#### Are YOU a Winner?

In this *Comfort Courier* there are **10 customer account numbers** hidden throughout the articles. If one of these is yours, you are an **INSTANT WINNER** of \$50 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 \$50 worth of EnviraFuel® heating oil or propane.

**GOOD LUCK!**



## Deiter Bros. Ranked Among Top Performers in U.S. by Leading Construction Association

Deiter Bros. Heating Cooling Energy is very proud to be recognized by the Associated Builders and Contractors (ABC) as a **2023 ABC Top Performer in the U.S.**, along with a special designation as a recipient of the **ABC National Safety Excellence Award for 2023.**

Founded in 1950, ABC is America's leading trade association for independent construction services providers with more than 69 chapters and 22,000 active commercial contractor members nationwide.

Promoting and educating members with ongoing programs and standards for quality and safety in specific specialties of the construction industry rank among ABC's leading priorities. ABC is one of the top 50 largest trade associations in the U.S., according to the *Washington Business Journal*.

### Thank You, Bobbi Mastro

A dedicated Deiter Bros. employee for 24 years, Bobbi Mastro has fulfilled all of her diverse responsibilities here with the utmost professionalism and genuine care for Deiter Bros. customers. Even though she recently announced that she will be moving on to a new position elsewhere, Bobbi will always be a cherished member of our family and she will be missed by all of her Deiter Bros. co-workers and customers. We thank Bobbi for her many years of loyal service and wish her all the best in health and happiness for the future!



# History of Heating oil

Mankind's drive for innovation has shaped the evolution of heat through the centuries—from fires in caves to the modern, cleaner-burning liquid heating fuel blends like Deiter Bros. own **EnviraFuel®**, introduced in 2003.

So, for you history buffs, here's a timeline that shows how this essential "comfort commodity" has evolved:

- 1850s** Most homes in the U.S. Northeast are heated by wood or coal. Many family heating businesses got their start delivering wood or coal, along with kerosene for lamps.
- 1919** The first liquid heating fuel burner is invented.
- 1920s** Coal-powered home-heating systems begin conversion to burn liquid fuel, typically delivered in 5-gallon cans.
- 1929** Deiter Bros. is born when three Deiter family members with one truck begin delivering ice, and later coal, to families in Bethlehem, PA.
- 1930s** Improvements in burner and 768771 delivery technologies improve living conditions for Americans during the Great Depression. The liquid heating fuel market continues to grow.
- 1940s** After World War II, many returning veterans find work in the booming heating fuel industry. Deiter Bros. begins providing heating oil along with coal.
- 1947** 88,083 oil burners are sold in the U.S. More Lehigh Valley homes convert from coal to the clean convenience of oil.
- 1973** OPEC oil embargo creates a massive supply shortage. The price of heating oil skyrockets to over 34 cents a gallon, more than double its previous price of 16 cents.
- 1990** Soybean oil-based biodiesel is introduced as a replacement for diesel fuel.
- 2000s** To reduce emissions, future-minded providers begin adopting low and ultra-low sulfur heating fuel. Deiter Bros. is the **ONLY** company in our region to make the move to cleaner heating oil by developing and trademarking **EnviraFuel®** in 2003.
- 2006** Clean Fuels Alliance America, formerly known as the National Biodiesel Board, trademarks Bioheat® to describe the blends of biodiesel and heating fuel.
- 2014** The first statewide Bioheat® law goes into effect in Rhode 3661 Island, also requiring a 2% biodiesel blend.
- 2020** Cleaner, greener heating oil improvements continue. Innovations in heating system technology and ever-improving fuel blends like Deiter Bros. **EnviraFuel®** produce more heat from less fuel, with far less environmental impact, than at any time in history.





## Deiter Bros. Voted #1 in Consumer Satisfaction Survey for 34th Year

Deiter Bros. Heating Cooling Energy has been named the #1 provider in our service sector by the Who's Who in Business independent consumer research survey. Deiter Bros. is the only company to have earned this annual recognition of excellence for 34 years.

All of us in the Deiter Family are humbled and grateful to everyone who responded so positively to the levels of performance and value we strive to deliver every working day for the families and businesses here in our home community. Thank you.

The 2023 Who's Who in Business is the essential guide to the leading service and product providers in the Lehigh Valley Metropolitan Statistical Area. It's an annual scientific survey conducted with thousands of local residents interviewed about their experiences and satisfaction levels.

For 2023, the Who's Who survey was conducted by FieldGoals.US, a Harrisburg-based firm providing 267279 qualitative and quantitative research services throughout the nation.

## Energy Outlook

### U.S. Oil Refiners Ran at Over 90% to Keep Supplies Flowing But Now Must Cut Back for Seasonal Maintenance

During the past year, U.S. oil refiners helped to keep domestic gasoline and diesel supplies flowing, hitting record-breaking utilization rates at refineries throughout the nation. Their performance was a key factor in keeping domestic petroleum-based fuels flowing during a year full of uncertainties in the global markets due to Russia's threats and other socioeconomic impacts. It was the highest output in 5 years.

But after operating at more than 90% capacity for most of 2022, the largest U.S. refiners are now signaling that they may have to cut back. Reuters reported that following record refinery utilization last year, many U.S. refiners expect to have lower capacity in the first quarter of 2023 due to a heavy maintenance season.

Because capacities will dip below 90% to around 85% for refinery maintenance, analysts indicate that this should set the stage for another spike in gasoline 770355 and diesel prices during the summer of 2023.



**MAYDAY!! MAYDAY!!**

**HOTTEST DEALS OF 2023**  
On ALL New HEATING & CENTRAL AIR Systems

WOW! Public response to our "Show Only Specials" at the Lehigh Valley Auto Show, March 22-26, was so strong, we're keeping the heat high (and the prices low!)

**...BUT ONLY UNTIL MAY 1!!**

**Pre-Season Prices on the Top Brands in Indoor Comfort:**

- Central Air Conditioners
- All Heating Systems: Natural Gas, Oil, Propane, Heat Pumps
- Hot Water Heating Systems, Mini-Splits & More

**BEST BRANDS! BEST INSTALLATION! BEST PRICE!**

**But You Must Call BEFORE MONDAY, MAY 1!!**  
**610-868-8566**

Prices Subject to Change May 2, 2023. Supplies Limited. Please Act Soon to Avoid Disappointment.



## FREE 10-Year Extended Warranty Deal for GENERAC Generators!

**But Hurry...Offer Expires April 16, 2023.**

Deiter Bros. is proud to be one of the region's few PowerPro Select Authorized Dealers for Generac—America's #1 standby power generator.

So we're happy to announce that, for a limited time, Generac is offering a FREE 10-Year Extended-Limited Warranty for customers who order a new Generac generator from now until April 16, 2023. This is an incredible deal with a \$1,035 value, so if you're thinking about a backup power generator to keep the power on despite any power outages caused by weather or other power outage circumstances, now is the time to order.

For more facts, call Deiter Bros. now at 610-868-8566. Or visit [dbrothers.com](http://dbrothers.com). This offer is for Generac's most popular air-cooled home standby generators 10kW to 26kW models. So don't miss out, contact us soon!



### [ INSIGHTS & OPINION ]

James G. Deiter  
President, Deiter Bros. Heating Cooling Energy

## Gas Stoves Latest Target in “Electrify Everything” Government Agenda

How we cook our meals is the latest burning question in the debate about what’s best for 266526 American families. Gas stoves are the current target of the U.S. Consumer Product Safety Commission (CPSC) which has proposed regulations on existing or new gas stoves that could ban their use.

There are multiple takes on the reasons, or lack thereof, for this focus on gas stoves. One study tied 12% of childhood asthma cases to gas stoves. But that study was partly funded by RMI, a nonprofit known for advocating aggressive green policies to “transform global energy systems across the real economy.”

On the opposite side of the debate is perhaps the most respected peer-reviewed medical journal in the world—*The Lancet*. According to a statement published in *The Lancet Respiratory Medicine*: “We detected no evidence of an association between either the use of gas as a cooking fuel and either asthma symptoms or asthma diagnosis.”

When considering the safety of gas versus electric stoves, perhaps these government watchdogs should consider a 2020 study by the National Fire Protection Association (NFPA) which revealed the following facts:

- **Electric ranges caused household fires** at a rate 2.6 times greater than gas stoves;
- **Electric ranges caused civilian injuries** at a rate 4.8 times higher than gas stoves;
- **Electric ranges caused civilian deaths** at a rate 3.4 times higher than gas stoves.

Days after the CPSC told Bloomberg that “any option is on the table” and calling gas stoves a “hidden hazard,” the Biden administration felt the blowback and walked back comments about an outright federal ban on gas stoves. Apparently they couldn’t stand the voters’ heat so they got out of the kitchen on this issue...at least for now.

## HOME SAFETY

### Potential Fire Hazards Increasing with Growing Number of Lithium-Ion Batteries

With the exploding popularity of electric bikes and scooters all over our Lehigh Valley, as well as battery-powered household items from laptops to leaf blowers, comes a growing risk of fires caused by lithium-ion batteries.



A recent safety alert issued by the Fire Department of New York (FDNY) emphasizes that improper charging, storage, damaged or unstable batteries can cause the batteries to overheat, leading to an explosive, aggressive fire that spreads rapidly, can reignite and is tough to extinguish.

“Lithium battery fires are very dangerous. Battery cells are known to explode and quickly spread to another battery and devices,” states the FDNY warning. “These batteries may continue to generate heat even when there is no visible sign of fire. Reignition of lithium-battery fires is common. They can unexpectedly reignite without warning minutes, hours, even days after a visible fire has been put out.”

### Lithium-Ion Battery Safety DOs & DON'Ts

- Do** follow manufacturer’s charging and storage instructions.
- Do** plug directly into a wall outlet when recharging.
- Do** keep batteries and devices at room temperature.
- Do** use the correct battery, cord and power adapter.
- Do** keep away from heat sources.
- Do** recycle batteries safely and properly.\*
- Don’t** use aftermarket (or generic) batteries or chargers. Check for certification by a Nationally Recognized Testing Laboratory like UL, NSF or CSA.
- Don’t** plug into a power strip or overload an outlet.
- Don’t** overcharge or leave a battery charging overnight.
- Don’t** leave e-bikes or 34257 e-scooters unattended while charging.
- Don’t** place batteries in municipal trash or recycling bins or dumpsters. It is illegal and dangerous.\*

\*For safe recycling of lithium-ion batteries, contact local Home Depot stores and ask about Call2Recycle sites near you.



# SPRING & SUMMER WEATHER FORECAST

No alarm bells are going off for the Spring weather heading for our Lehigh Valley this year...but that's not the case for the Summer. Those weather wise wizards at the *Old Farmer's Almanac* (founded 1792) are very definite about us heading straight into the jaws of a Summer Sizzler in mid-July with the steamy lid on right through August. In many ways, extended periods of intense heat can be more dangerous than cold. So while we hope that these experts aren't completely zeroed in on their prediction for this multi-month meltdown, their traditional average accuracy rate is around 80%. And they've been doing this for 231 years.

Our advice? Hope for the best and prepare for the worst. Call soon to schedule your annual Air Conditioner/Heat Pump Preventive Maintenance Cleaning & Tune-Up. It's your best way to beat the heat... and avoid 3844 costly breakdowns this summer. If you think it might be time for a new cooling system, call Deiter Bros. for the best indoor comfort investment value, installation quality AND warranty protection available from any company, anywhere. We can't control the weather. But for 94 years, we have been doing our best to protect every customer's comfort and peace-of-mind, whatever the weather.

## APRIL

You might get pranked on Saturday, April 1st, but this month's downpours will be no joke. Temps will only be 2-degrees below the average of 51, but it will feel much cooler with each week awash in steady seasonal rains. Easter weekend (7th to 9th) will be misty but no deluge with celestial sunshine breaking through on Sunday. April showers will continue to soak in from Earth Day on the 22nd. It'll be a moist month but for gardeners, the wetter the better.

## MAY

After shaking off a bit of the soggy hangover from April, May's mercury finally elevates to a balmy 65-degrees, 2 above average and the opening days prove welcome, warm and sunny right up until Mother's Day on the 14th. Precipitation is 2-inches above average but much of that will drop after the 22nd. Plan your Memorial Day weekend (27th, 28th, 29th) events under safe and adequate cover, it will be sopping with soaking skies and potential for serious thunderstorms.

## JUNE

Here's our pick for "Month Most Likely to Love You Back." With average temps of 71-degrees and precipitation only 1-inch above normal, June promises to be a delightful dance of sunshine and rainbow mists right up to a very warm Father's Day on the 18th. Nature lowers the booms with twin thunderstorms in Week 3 but that's it for the unsettled stuff.

## JULY

With Independence Day on a Tuesday, many families will be rolling the weekend into a 4-day break. Great idea! July 1st to 7th will be All-American excellence. Weather-wise, a few big thunder boomers rock the Valley in Week 2 followed by a stretch of sweatbox swelter that will put a 24/7 strain on any AC system...here's hoping you've had yours tuned up by now. These days kick off The Summer Sizzle of 2023 and while a few raindrops will cool things slightly in Week 4, they're hardly enough to beat this degree of heat.

## AUGUST

The meltdown marathon continues with temps 3-degrees above average and the lowest rainfall of the year. Sparse showers in Week 1 give way to Sahara-like conditions which will curtail many outdoor activities and have many asking: "Is this the Lehigh Valley or Death Valley?" Health-wise, stay hydrated and close to cooling systems at home or work. Plenty of AC systems won't make it through this test of fire so if you have any concerns, call us BEFORE the heat hits! 2183 Anemic rains end the month but they're only drops in a blistering bucket.

## SEPTEMBER

Relief comes with a 10-degree drop from August's average temps and Labor Day weekend (2nd to 4th) will be sunny and as comfortable as a well-worn t-shirt. Intense showers drench the Valley midmonth replenishing low water tables, followed by two weeks of consistently sunny days and increasingly cooler nights. The 23rd is the official start of Autumn 2023 which is, for many of us, the most beautiful of the Lehigh Valley's four stunning seasons.

Call NOW to schedule your AC/Heat Pump Preventive Maintenance Cleaning & Tune-Up: 610-868-8566

 **Are YOU A Lucky Winner?**

Your Account Number is printed near your address on this panel. Look for it inside this issue. 10 lucky customers will each win \$50 worth of EnviraFuel® heating oil or propane.



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



*Warmer Weather is around the corner...*

**...and it's time to schedule your annual Air Conditioning/Heat Pump Preventive Maintenance Cleaning & Tune-Up!**

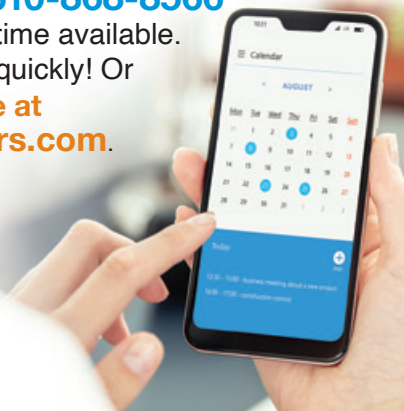
Getting this vital service is the easiest and most effective way to keep your system running strong all season long.

**CALL NOW at 610-868-8566**

to book the best time available.

Time slots fill up quickly! Or

**Schedule Online at [www.dbrothers.com](http://www.dbrothers.com).**



**What's next after gas stoves are regulated?**



The push to regulate everyday appliances—including water heaters, furnaces and boilers, clothes washers and dryers, dishwashers, microwaves, shower heads, etc.—comes as some lawmakers continue to pursue lofty (many say unachievable with current technologies) net-zero climate goals.

“That’s bad news for almost every room in the house,” says Ben Lieberman, a senior fellow at the Competitive Enterprise Institute (CEI). “Climate activists and the current administration want 4120 homeowners to stop using natural gas and to electrify everything.”

“As heating industry professionals, we know the comparable costs to heat homes. In most cases, electric heating systems cost more than those powered by clean-burning propane, natural gas and heating oil,” says Jim Deiter, president of Deiter Bros. Heating Cooling, “Plus, the cost to switch to electric systems can cost consumers 57902 thousands of dollars. For many families, the common sense choice is very clear.”

So, what makes the most sense at this point? According to Lieberman: “It makes sense to give consumers a choice rather than force them to electric.”