



Voted #1  
for  
32 Years



1226 Stefko Blvd., Bethlehem, PA 18017 • 610-868-8566 • [www.dbrothers.com](http://www.dbrothers.com)

SPRING/SUMMER 2019

## Personally Speaking

### Earth Day Confessions of an Environmental and Energy Guy

Earth Day is on Monday, April 22, 2019. Founded in 1980, this global celebration of clean air, land and water calls itself "the world's largest environmental movement."

By now you may be asking yourself: "Why the heck is Deiter telling me about Earth Day? He's a fossil fuel guy!" Fair enough.

It's not a commonly known fact, but I have to confess that I *am* an environmental guy, *as well as* an energy guy. Maybe not a flat-out eco-activist, but I have had my moments of temptation while admiring a shapely red maple or flowering dogwood. So there, the truth is out.

Yes, a big part of our family business is the sale and delivery of petroleum-based energy—heating oil, transportation fuels and propane. And even some of my longtime friends think that automatically puts me on the opposite side of many pro-environmental issues. Not so.

In my world, energy access and environmental awareness must be more than merely compatible responsibilities,

they have to be "conscientiously collaborative." The reality is that the world needs both ample energy and a healthy environment. Neither can exist in the long-term without the other. So we all have to do our best in our respective disciplines to unselfishly work together—to *collaborate conscientiously*—in order to provide the massive flows of energy our world needs for jobs, for comfort, for food, shelter and life sustenance... without destroying it in the process.

Oftentimes, this calls for strict environmental regulations on companies like Deiter Bros. We are in one of the most regulated industries in the U.S. That's okay with me. If they are going to keep this world healthier, I'm in. After all, I have kids and grandkids...they deserve a healthy future, as do *all* families.

So much for my Earth Day introspection. What kind of **real action** is Deiter Bros. taking to make our Lehigh Valley environment a bit healthier? Many of the answers are found inside this issue of *Comfort Courier*, like...

## Personally Speaking

> Continued on  
Next Page

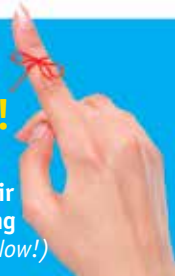


## IN THIS ISSUE

- Spring/Summer Weather Forecast
- Propane is The Green Fuel
- Deiter Bros. is a Mitsubishi Diamond Contractor
- Ductless Heating & Cooling Systems
- 3 Big Myths About Natural Gas
- Natural Gas Price Hike
- 90-Year Anniversary Specials!
- Everybody's Enemy: Litter

## It's Spring Tune-Up Time!

Call or Email NOW to  
Schedule Your Central Air  
System's Annual Cleaning  
& Tune-Up! (See Inside Now!)



## IN THIS ISSUE

**10** **Winners of**  
**PERFECT 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!**

- **An “all in” commitment to an amazing new technology in ductless heating/cooling.** Innovated by Mitsubishi Electric, these units provide full comfort at a bare fraction of the energy consumption required by any previous models.
- **Real facts to explode some of the myths about natural gas vs. heating oil...**which is really cleaner? More efficient? And more economical?
- **New ways YOU can enjoy cleaner, greener comfort** in your home or business (and save big bucks) with 90<sup>th</sup> Anniversary Specials on new heating and cooling systems.

So, take a look inside this issue and if you have any questions—or just wish to say hello—give us a call or an email. We always 18772 enjoy hearing from you. And rest assured on Earth Day and every day, the Deiter Family takes our environmental responsibilities as seriously as do you and your family.

**After all, we're all in this together!  
THANK YOU!**

*James G. Deiter  
Vice President  
Deiter Bros.*



## Deiter Bros. Earns Accreditation as Mitsubishi Electric Diamond Contractor



### Deiter-Installed Mitsubishi Ductless Systems Now Entitled to EXTENDED WARRANTY to 12 Years

Mitsubishi Electric, the industry's leading manufacturer of ductless heating & cooling systems, has recognized Deiter Bros. Heating Cooling Energy as a Diamond Contractor—a high-level designation based on a series of performance criteria, including Mitsubishi's multi-stage training program and Deiter Bros.' technical expertise and inventory depth.

This designation also means a longer warranty for customers with systems installed by Deiter Bros. 36055 “The standard warranty for Mitsubishi Electric ductless systems installed by our Diamond Contractor team can be extended to 12 years for compressors and line sets—two core mechanical components,” said Jim Deiter, Vice President and General Manager of the Bethlehem-based firm. “It's testimony to the combined value of Mitsubishi equipment and the technical know-how that goes into every Mitsubishi ductless system installation performed and backed by Deiter Bros.”

For more facts, visit [www.mitsubishicomfort.com](http://www.mitsubishicomfort.com).



## Sciening speaks: Yes, Propane is *THE* Green Fuel

In our efforts to create a healthier environment, it's nice to know that Deiter Bros. is the source for 13160 perhaps the cleanest, greenest energy source of all the combustible fuels: Propane.

Check out these excerpts from an April 2017 report in *Sciening* online magazine, accessible at [sciening.com/effects-propane-environment-16139.html](http://sciening.com/effects-propane-environment-16139.html).

**Propane is an environmentally friendly fuel** that is virtually odorless. Processing plants add an artificial odor so people can detect it easily. Switch to propane and you'll enjoy other benefits that go beyond helping protect the environment.

**Propane's lower carbon content** helps make it a clean fuel source. As it burns, it also produces fewer exhaust emissions than petroleum fuels. Propane can't hurt water or soil because it's not toxic.

When you switch to propane, you reduce carbon monoxide, hydrocarbon and greenhouse gas emissions. **The 1990 Clean Air Act listed propane as an approved clean fuel.**



### Driven To Cleaner Customer Service with Propane-Powered Vehicles

The U.S. Dept. of Energy reported that a propane-powered vehicle emits fewer harmful emissions than a gasoline or diesel vehicle. To do our part for the environment, Deiter Bros. began the process of converting more of our delivery and service vehicles over to propane. So far, the conversions have been smooth, the vehicles are running great 263426 on propane, and we're helping our Lehigh Valley community breathe healthier!

## Going **DUCTLESS?** Go **DEITER!**

### Deiter Bros. "All In" on Energy-Savings and Comfort Proven with Mitsubishi's New HVAC Technology

When you've been in the indoor comfort business as long as we have, it's easy to tell the hype from the heat. It's also very rare for a whole new technology to come along that delivers on the promise of a lot MORE comfort at a lot LESS cost.

But it has happened. And we're on it like a hungry kid on a ham sandwich.

Mitsubishi Electric is the leading manufacturer of the fastest growing segment in the HVAC industry: ductless mini-split heating and cooling systems. In basic function, they are similar to heat pumps, those electric-powered heating/cooling combo units common in tens of thousands of homes throughout our Lehigh Valley region.

But in design and technology, these Mitsubishi marvels leave conventional heat pumps cold.

For starters, there is no expensive ductwork required to move the treated air into the home's living spaces. (Ductless, get it?) These units distribute heated or cooled air directly into any living area via vented "mini-split" head units, designed to fit into any structural surface—walls, ceilings or floors. This is the only visible part of the Mitsubishi system and, frankly, they are an interior designer's dream—clean, discrete and compatible with any décor.

Each of these mini-splits is connected via "line sets" to a central Mitsubishi compressor located outside the living environment. And 768298 that's where the real magic happens.

As any heat pump owner knows, conventional units do not like very cold weather. When temperatures get down around 32° F., so does a heat pump's ability to keep a home cozy. If the mercury drops to zero, there is zero heat from the pump. That's why all conventional heat pumps have a built-in back-up heat system based on *electric resistance* heat, essentially a metal heating element like in the old electric baseboard heaters. And when they kick in, electric bills skyrocket. A few days and nights of really cold weather and heat pump owners are making PPL's accountants very, very happy.

Heating oil and propane-powered systems can always hold their own against any cold weather. But with electric heat pumps, there was never any solution to this cold weather conundrum until now. Mitsubishi's engineers developed something called Hyper Heating INVERTER H2i technology—a whiz bang name for an amazingly advanced compressor system that delivers abundant heat down to *minus 13° F.*

(Yes, that's 13 *below* zero!) And it performs across the entire heating spectrum using about half the electricity needed by a conventional heat pump!

On the cooling side, Mitsubishi's ductless mini-split technology also delivers big energy savings and comfort. In test after test, they used up to 40% less energy than conventional central air or window air conditioning units. Not surprisingly, with heating/cooling

performance like this, Mitsubishi Electric's ductless mini-split systems have the highest SEER energy efficiency 105256 rating attainable in the HVAC industry.

These are just a few of the many reasons why Deiter Bros. is all in on this new HVAC technology. We've seen the results for ourselves and invested significantly in the factory-authorized training, equipment and inventory necessary to share the many benefits of Mitsubishi Electric's ductless heating/cooling with our customers now and for decades into the future. We are convinced this is a big part of the future for indoor comfort.

Because of our commitment, Deiter Bros. recently earned factory-authorized recognition as a Mitsubishi Electric Diamond Contractor. (See *accompanying article on page 2.*) This designation holds many benefits for our customers, not the least of which is the option to extend your equipment warranty to 12 years—one of the longest warranties we've ever seen in the HVAC business.

If you've read this far, you can probably tell we're pretty jazzed about this new technology and how it can save big bucks while providing even bigger

comfort for you, our valued customers. When you're ready to learn more, just give us a call at **610-868-8566** or email: **comfort@dbrothers.com**. In the meantime, remember:

**Going DUCTLESS? Go DEITER!**



*From top to bottom: ceiling-cassette, wall-mounted, and floor-mounted units*



## EXPLODING 3 Big Myths About NATURAL GAS

I have to hand it to the public relations folks at UGI and the natural gas industry. Their millions spent on convincing America that natural gas is the cleanest and most economical heating fuel choice have been well spent. There's only one problem. It's not all true.

Here at Deiter Bros., it's our business to track all of the energy markets very closely. We know the truth about heating fuel supplies, economics and equipment, because we've *lived* these facts for 90 years.

So in the interest of dispelling some of the fake news about natural gas vs. heating oil, we offer these little-known facts. Feel 762919 free to verify them via the SOURCES shown below.



**Natural gas always produces less Green House Gas (GHG) than heating oil.**

**FALSE.** A report to Congress entitled "Developing a Renewable Biofuel Option for the Home Heating Sector" (2015) concludes that low sulfur heating oil with 20% biofuel (renewable soybean-derived oil) **can match or exceed the performance of natural gas in terms of reducing GHG emissions.**



**Natural gas furnaces are more efficient and last longer than heating oil furnaces.**

**FALSE.** New gas and heating oil furnaces both deliver high efficiencies. But oil burns much hotter than gas. So oil heats indoor spaces in less time with less fuel required by natural gas.

**FACT: Oil furnaces last 30-plus years; gas furnaces last 12-15 years.**



**You will save money by switching to natural gas heat.**

**FALSE.** Do the math. When you switch a fully functioning oil furnace to gas, you will pay about \$7,000. After that cash outlay, your annual fuel bill will average about \$600 less per year because gas is cheaper...for now. So it will take you about 11.5 years to recoup your \$7,000 for the new gas furnace (provided gas prices don't spike). But as of 2018, the statistical median duration of home ownership in the Allentown, PA area is 14.4 years. Plus, as you can see in Myth 2 above, gas heating equipment only lasts about 12-15 years (*half as long as oil furnaces*) before needing replacement. **So...where are the big savings?**

### SOURCES:

**Myth 1 Facts:** Report to Congress in 2015 from NORA (National Oilheat Research Alliance). Reported in Oil & Energy Online – [www.oilandenergyonline.com/heating-oil-that-outperforms-natural-gas](http://www.oilandenergyonline.com/heating-oil-that-outperforms-natural-gas)

**Myth 2 & 3 Facts:** Genesee Energy, February 23, 2017 "Natural Gas vs. Heating Oil – The Reality Behind the Myth" – [www.genesee-energy.com/natural-gas-vs-heating-oil](http://www.genesee-energy.com/natural-gas-vs-heating-oil)

**Myth 3 Facts:** Duration of Homeownership in U.S. by City by ValuePenguin – [www.valuepenguin.com](http://www.valuepenguin.com)

## UGI Hikes Natural Gas Prices AGAIN

Recent Hike Increases Bills by 7.2%  
**But UGI Petitions the PUC for Even More**

The March 1, 2019 headline of *The Morning Call* read:

### UGI rates to rise over fuel costs

The article noted that most of the UGI customers in the Lehigh Valley would see their bills increase by 7.2%. But that's just the beginning. Also in the pipeline for consideration by the Pennsylvania Utility Commission (PUC) is a decision on a \$71.1 million annual rate hike. According to *The Morning Call* report: "If approved in full, the monthly bill for a typical UGI residential customer would climb 17%." Note: that is *in addition to* the 7.2% increase now in effect. **So a 24.2% increase could happen!**

UGI's price increases are now coming with greater frequency, too. As recent as 2016, the natural gas monopoly raised its rates when the PUC approved a \$27 million increase. (UGI was asking for \$58.6 million!)

It is painfully evident to energy insiders and consumer groups that UGI's natural gas prices will continue to spiral upward. Its dangerously aging natural gas pipelines in older sections of Allentown, Bethlehem and Easton are a ticking time bomb. Yet while this older infrastructure continues to degrade, UGI continues to spend millions pushing new pipelines into the suburbs. And the Fortune 500 energy company continues to fatten shareholder profits. According to their annual report, UGI has increased its stock dividend through *each of the past 31 years!*

## It's TUNE-UP TIME for Central Air Conditioning or Heat Pump Systems!

It's worth every penny to keep your home cool and comfortable during the heat and humidity predicted for this summer. Plus, when you keep up with your cooling system's annual maintenance, you can expect it to use less electricity AND run years longer without major repair bills.

SO, CONTACT US NOW to schedule your Spring Tune-Up. Our team is ready to schedule your visit at a time that is convenient for you...and beat the heat that we all know is just around the corner.

CALL:

**610-868-8566**

EMAIL:

**[service@dbrothers.com](mailto:service@dbrothers.com)**



## SPRING & SUMMER WEATHER FORECAST: What's Not To Like?

Deiter Bros. motto for our forecasting friends at the *Old Farmer's Almanac* is "Right As Rain Since 1792." We don't know what magic they use for their weather prophetics but, more often than not, they are right. And usually they have at least one or two major events to prepare for—major snowstorms, extended rainfalls with high water potential, wilting heat, etc.

But this 6-month forecast is very different because it is so, well, nice. Sure, our Lehigh Valley is in for a few thunderstorms but nothing earth-shaking. No sustained

heat or cold. No droughts. No cataclysmic floods. Just generally pleasant weather for the next half-year. Here's hoping they are "right as rain"...as they usually are.

But not EVERYONE will be happy about this news. After all, the TV networks now count on seasonal weather events for their "breaking news" almost every evening. But I don't feel too sorry for them. Yes, our local weather might not be as scary as the TV news needs to boost their Nielsen ratings...but that's just fine with us Lehigh Valley folks!

*Have a Safe & Healthy SPRING and SUMMER!*

### APRIL



Spring may have officially started on March 20 but it sure didn't feel like it. Last month was c-c-cold! Look for the first sustained warmth to come April 1—no foolin'! With monthly temperatures perfect for popping up those early bulb flowers (53° F. average), April will deliver a seasonal seesaw between sun and showers for each week leading up to Easter weekend on the 21<sup>st</sup>. Keep an eye on the sky during 153990 the final week—bright sun light sprinkles will be rainbow ready!

### MAY

If predictability is your thing, this May will be your month. Temps and moisture are absolutely average from start to finish. Week 1 features scattered thunderstorms giving way to the first real heat (and humidity) of 2019 around the 10<sup>th</sup>, but Mother's Day on the 12<sup>th</sup> will be just like its namesake—huggably perfect! Some May moisture follows but no big deal and Memorial Day weekend (25<sup>th</sup> to 27<sup>th</sup>) promises to be picnic perfect—sunny and warm.

### JUNE

Hmmm, maybe book the vacation a bit early this year? June will be a very pleasant month with temps averaging 70° F. and minimal rain. Week 1 will be sunny and warm. Weeks 2 and 3 will drop a few early thunderstorms in the Pocono region and light rain on Father's Day (16<sup>th</sup>) but very little sustained turbulence in the Valley or at the shore. Summer officially starts on the 21<sup>st</sup> and—just when you think it can't get any nicer—June outdoes herself with blue skies, sunshine and soothing warmth.



### JULY

June is a tough act to follow but July gives it a good shot with slightly cooler and drier weather throughout. Independence Day (4<sup>th</sup>) is on a Thursday so count on a long and very lovely extended weekend weather-wise. Cooler temps then 765859 move in mid-month with a few thunderstorms dotting the region until Week 4 which promises to be hazy, lazy and summery warm—perfect for your outdoor event plans.

### AUGUST

74° F. is the average for August in our area and no deviation in temps is predicted this year but get ready for a lot more rain than usual. All cool Week 1 with cloudless skies but then for two weeks the thunder machine cranks up with cyclical patterns of downpours feeding humidity levels and then powering more rain. There will be one bright window for a few days around the weekend of the 17<sup>th</sup> and 18<sup>th</sup>, so if you're getting out of Dodge, grab it. Otherwise, August wraps up like a jump in the Jacuzzi—warm and wet.

### SEPTEMBER

Labor Day weekend (Aug. 31 to Sept. 2) kicks off the month balmy and bright but early hints of what awaits start creeping in mid-month with leaf-rattling rains and cooler nights. Autumn officially begins on the 23<sup>rd</sup>. Enjoy those few final days of sunny warmth but keep that extra blanket handy. Mother Nature makes her presence known in Week 4 with dropping temperatures during the days and nights cold enough to start painting her leafy trees crimson and gold. Fall graces our Lehigh Valley in all its radiant glory!



## Hottest & Coolest Deals in Deiter Bros. HISTORY!

Each of these Specials includes a Limited Time  
**1,929 Rewards Points!**



### Utica Boilers — All-American Quality!



**Oil or Propane/Gas  
Powered Comfort**

- High-efficiency at a Price You Will LOVE!
- Produces RIVERS of Hot Water for Showers, Etc.



**PLUS! \$90** Trade-In on Your Old Furnace or Boiler

### Utica's MAC Wall-Mounted Boiler

Uses AI (Artificial Intelligence) Technology  
to Deliver Amazing **95% EFFICIENCY!**

- Natural Gas or Propane Powered
- Home Heat PLUS Hot Water for Showers, Etc.
- Clean Wall-Mount Design Saves Space



**PLUS! \$90** Trade-In on Your Old Furnace or Boiler

### Power Gone? Your Home or Business Is ON!!



Financing Available As Low As **\$90** Per MONTH!!\*  
**CALL NOW FOR FACTS!**

**PLUS! \$90** Off Installation To The First 10 Callers!

**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**

**\$90** Off Installation To the First 10 Callers!

*American Standard*  
HEATING & AIR CONDITIONING

American Standard Air Conditioning is the industry leader, ranking **#1** in reliability.

— YOUR CHOICE OF VALUE —

Up To  
**\$500**  
in Discounts

**AND**

Great  
Financing Deals  
Available\*

On Qualifying Equipment Only. Offer Valid until 6/30/2019.

Heating Systems • Central Air Conditioner  
**CALL NOW FOR FACTS!**

**PLUS! \$90** Trade-In on Your Old Central Air or Heating Unit

**3 Reasons to Switch**  
 your OLD 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

**PLUS! \$90** Off Installation To The First 10 Callers!

Subject to cancellation based on volume. Cannot be combined with any other offer. Offers expire 6/30/2019 unless otherwise noted. Check with Deiter Bros. for complete details.

\*Financing provided by Service Finance Company or Synchrony Financial.

Call: **610-868-8566** | Email: **comfort@dbrothers.com**



## Everybody's Enemy: LITTER

The planet's very lifeblood—our oceans—are now being poisoned by so much plastic litter that it is, quite literally, forming its own islands of trash! On a scuba diving trip last year I walked the rocky windward coast of an island in the Caribbean and witnessed mountains of plastic junk that had washed up with the waves. It was one of the ugliest sights ever...and I witnessed just one microcosm of this worldwide catastrophe!

Then I read the following article submitted to 3703 a local newspaper by a gentleman I know and admire. It opened my eyes (and raised my blood pressure) even more about this very preventable global problem. I'm sharing it with you now in the hopes of raising more awareness about this senseless slow decline that we—Earth's tenants and stewards—are inflicting upon ourselves. Please read it now and share it with others. *Thanks.*

### Littering and Its Oceanic Impact — by John Marks, Palmer Township

Littering costs millions of *your* tax dollars to clean up. It results in damage to our environment and loss of property values and tourism dollars.

When you toss your garbage on the sidewalk, highway, parking lot, hiking or biking trail, you are in effect throwing it into the Delaware River Watershed which flows into the Atlantic ocean. Do you want to swim in your own mess or eat seafood polluted by ingested plastics?

Many of us have heard of the Great Pacific Ocean Garbage Patch—this is a 600,000 square mile floating dump...that's twice the size of Texas! Closer to home, there is also a North Atlantic Garbage Patch, another island of man-made litter hundreds of kilometers across in size packed to a density of 200,000 pieces of debris per square kilometer. [For more facts, search \*Ocean Litter Islands\* online or visit \[www.noaa.gov\]\(http://www.noaa.gov\).](#)

The most common littered objects and their approximate life span in the environment include:

Glass .....	1,000 years
Plastic Bottles .....	450 years
Soda or Beer Can .....	50 years
Hard Candy Wrapper ....	1–3 months

Each small stream and creek here in the Lehigh Valley has a "drain basin"—an area into which all surface waters run downhill until they reach the river system. With countless streams and two major rivers within the Lehigh Valley, if you litter you are contributing to the progressive growth of the North Atlantic Garbage Patch.

### Community Business Showcase: ATLANTIS AQUATICS Sports & Scuba

Our Lehigh Valley may be a few hours from any saltwater but we are home to a family business led by environmental activists as true blue as any ocean. **Atlantis Aquatics Sports and Scuba** is a well-equipped, full-service scuba dive shop located on Rt. 191 in Bethlehem. As a certified PADI Five Star Dive Center, Director Jim Folk and his team of instructors train divers of all levels—from beginners to advanced certifications.



ATLANTISAQUATICSINC.COM

Nearby Dutch Springs—up to 100 ft. depth—is the "home court" for training and recreational dives. Atlantic Aquatics also hosts popular trips to exotic dive resorts throughout the world. And with every experience comes a lesson in the responsibilities of keeping our oceans and inland waters healthy. Thank you, Jim and the Atlantis Aquatics Crew! Learn more at [www.atlantisaquaticsinc.com](http://www.atlantisaquaticsinc.com).



**EARTH DAY is April 22**  
(But EVERY Day is  
Respect Our Earth Day!)

**INSIDE**  
Spring/Summer Weather Forecasts  
& 90<sup>th</sup> Anniversary Specials



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



### Another Lehigh Valley 90+ Year Old Still Going Strong!

This beloved landmark in Allentown first opened its doors around the same time as Deiter Bros. For generations, the Ritz Barbecue at the Allentown Fairgrounds has been a memory-making mainstay for local families with its homemade ice cream, pork and turkey barbecue sandwiches and other hearty Pennsylvania Dutch-style delights. And, like Deiter Bros., the Ritz just gets better with time. Like lots of us old-timers say: *If it ain't broke, don't fix it!*



Independent Consumer Research Survey Results In:

**Deiter Bros. Ranked  
#1 for 32<sup>nd</sup> Year in 2019**

**Some things never get old...  
and being voted tops in your field is one of them.**

For decades now, Deiter Bros. has been on the longest winning streak in the history of the **Who's Who in Lehigh Valley Business** independent consumer research survey. And in 2019, we extended that run to an unprecedented 32 years of being voted as our region's #1 company for heating & cooling services and/or fuel delivery.

We are honored and very, very thankful for this honor. But this is no time to rest on our reputation, especially with so many exciting new technologies unfolding in the worlds of heating, cooling and energy. All of us here in the Deiter Family will be working harder than ever to maintain our top spot by delivering even more responsive service and value for our customers and community.

**THANK YOU, LEHIGH VALLEY!**