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FALL/WINTER 2019-2020

Personally Speaking

How About a Nice **BORING** Winter for a Change?

Originally the title of a 2000 movie about commercial fishermen caught in a freakishly strong combination of weather events, “The Perfect Storm” has come to mean any unlikely collision of circumstances resulting in outcomes of far greater proportions. It is now commonly used in the media, business, politics, etc.—generally with negative connotations.

But here at Deiter Bros., we think this winter is a great time for a Perfect *NON*-Storm. Yep, I envision this as a 5-month span from November to March with milder temperatures, no big snowfalls, stable prices for heating oil and propane, and absolutely zero manmade or natural events to screw up the energy markets. It would be cheaper, less stressful, maybe even a bit boring for all of us. And that’s just fine with me.

Through 90 winters, our family has seen it all—3-foot snowfalls, 15-below-zero temperatures, global oil shortages, power outages for weeks on end, ice storms on Halloween. What’s next...flying monkeys?

If the *Old Farmer’s Almanac* is to be believed (Fall/Winter Forecasts inside this issue), I may get my wish for a nice, boring winter for a change. Their experts are calling for milder temperatures and less snow. Then 94714 again, their counterparts at the *Farmer’s Almanac* are

predicting “Polar Coaster” weather this winter. Spoilsports!

Regardless of what actually happens, as a Deiter Bros. customer you can rest assured that *our* family is well-prepared to care for *your* family no matter what

Mother Nature or mankind may throw our way. And if you want an extra measure of peace-of-mind, check out the specials inside this issue on any of our new high-efficiency heating systems, or switching out your old hot water heater for a new propane-powered system so there’s plenty of hot water for the whole family...

while spending a LOT less on energy! Call us soon on any of these specials and we’ll get your new systems installed in time for the cold months.

So...can we count on a boring winter? Nope. But the one sure thing you absolutely can count on *every* season of *every* year is the trust you have placed in our family to keep your family cozy and safe. (I’m pretty sure you don’t have to worry about flying monkeys either.)

Thank You!



James G. Deiter
Vice President
Deiter Bros.



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— TOGETHER —

Let’s make more kids smile
on Christmas morning
(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!



Pennsylvania Senate Honors Deiter Bros. for Fostering 90-Year Tradition of Excellence

Citing a “tradition of excellence” fostered by the Deiter Bros. family business for four generations, the Senate of Pennsylvania recently honored the Bethlehem-based heating, cooling and energy company with an official proclamation presented by Senator Lisa Boscola at the firm’s Stefko Blvd. headquarters on September 18.

The proclamation included a tribute to the three founding Deiter brothers— Sam, Bill and Herb—and highlights of the company’s growth from a one-truck ice delivery service to the Lehigh Valley’s leading family-owned HVAC and energy provider.

Senator Boscola presented the proclamation to three active generations of Deiter family leadership, represented by (*below, from left*) Jennifer, Jim Sr. and Jim Jr.

An excerpt of the document reads: *Since its inception, Deiter Bros. has maintained a tradition of excellence, remaining responsive to the ever-changing needs of the community it serves. It’s a tribute to the key leaders and dedicated employees who have carried it to its present heights and built a foundation for a bright future.*

“We are humbled by the honor of this recognition and its significance in enshrining this historic milestone in our family’s 90-year journey of continuous service for the families, businesses and institutions of our Lehigh Valley community,” said Jim Deiter, Jr. “Profound gratitude goes out to Senator Boscola for this honor, and to all the Deiter Bros. customers and employees who have helped make this moment possible. Thank you.”



Community Corner



The Deiter Bros. team

Big Hit for Forks Thunder Girls Softball



A home run at Forks Township Community Days held September 13-15 were the delicious rib eye steak sandwiches (piled high with fried peppers and onions, of course!) and clams served up by the volunteers of the Forks Thunder, which fields five elite fast pitch softball teams for girls ages 10 to 18. This is the major fundraiser of the year for the organization, and Deiter Bros. Propane was proud to help “energize” the fun. Thanks to Rob Burns and the rest of the Forks Thunder’s board who alerted us to this opportunity to 266535 support yet another great community cause. Learn more about them at www.forksthunder.org.

Being a Kid in Easton is Now a Lot More Fun!

To celebrate their 100th Anniversary of community service, the Easton Kiwanis officially cut the ribbon on an incredible new playground for the Boys and Girls Club of Easton. Located in the Neston Heights neighborhood, 768715 the new playground took a bit over a year to properly plan and build, and was officially dedicated on August 23.



A welcoming, safe play space for kids of all physical capabilities, it is a tribute to the wholesome things that can happen when community-minded citizens, civic organizations and government work together. Deiter Bros.’ long-time friend, colleague and Kiwanis past-president, Bill Walters was called “the real mover of this project” by Mayor Sal Panto in his dedication speech. We fully agree. Thanks for enjoining all of us in your vision for the creation of a healthier, happier environment for the youngsters of Easton, Bill. Many of us may have helped... but YOU made it all happen! To learn more, check out www.EastonPaKiwanis.org.



65 Years of “Health On Wheels” in 2020



While signing on as a sponsor of the 2019 Cetronia Open Golf Tournament (Oct. 11 at Olde Homestead GC), Jim Deiter, Sr. learned from CEO Larry Wiersch that Cetronia Ambulance Corps will celebrate its 65th year of service in 2020.

Founded in 1955 in the tiny Lehigh County village of Cetronia, the organization has grown to become one of Pennsylvania’s leading EMS organizations and the primary provider of pre-hospital emergency care and transport for all the families and businesses in the townships of Upper Macungie, Whitehall, South Whitehall and several other municipalities. Wow... that’s a LOT of lifesaving work! So, from one long-serving Lehigh Valley company to another, Deiter Bros. wants to be the first to wish Larry and his amazing team of lifesavers at Cetronia Ambulance Corps all the best on this upcoming milestone. To learn more about them visit www.cetronia.org.

Bethlehem’s “Mane” Attraction Celebrates 10 Years

Congratulations to the Bethlehem Mounted Police on the recent celebration of their 10th Anniversary. This impressive branch of Bethlehem’s law enforcement network is a favorite with our family, and their Bridles & Badges Open House in September at the Quadrant Private Wealth Stables, 615 E. Langhorne Avenue was great fun. It’s awesome to experience the quiet majesty of our four 4-legged cops Pharaoh, George, Asa and Grey (shown here with their equine officers). Deiter Bros. is proud to be the HVAC provider of choice for the stables and to support these peacekeepers in their work. Learn more about them at www.BethlehemMountedPolice.org.



Energy Outlook:

Abundant Supplies of Heating Oil and Propane, Stable Prices Projected for Winter 2019-2020

The continued dominance of the “American Powerhouse” in energy production will serve to keep heating oil and propane prices stable for the coming winter, according to the most recent projections issued by the U.S. Energy Information Administration (EIA).

Consumers can expect HEATING OIL prices at the retail level to remain close to last winter’s low mark, perhaps up by five cents per gallon, but still less than 2018 prices.

PROPANE supplies are at historic highs which bodes well for price stability. According to the EIA’s September report: “Propane inventories have now topped the 100 million barrel mark for just the third time in history.” Supply is up over 34% from September 2018.



Why Geopolitical Events Have Less Impact on U.S. Energy Prices:



The American Powerhouse

Not too many years back, an event like the September 14 drone attack on the Saudi oil supplies would have sent prices skyrocketing on all petroleum markets worldwide, especially in the U.S. But as serious as the long-term-implications of this latest geopolitical incursion may yet prove to be, the fact is that it had surprisingly little impact on U.S. energy prices. Why?

According to one energy authority, Scott L. Montgomery of the University of Washington, the answer is summed up in two words: American Powerhouse. In a recent feature from the respected academic resource *The Conversation* (www.theconversation.com), he wrote:

The new reality of world oil supply that has recently emerged explains why panic remains unlikely with current conditions. And central to this reality is the radically new role played by the U.S., one that will not wither or weaken anytime soon.

In just six years, America’s production of crude oil rose so rapidly that it surpassed that of both Russia and Saudi Arabia, increasing from 5.5 million to 12.2 million barrels per day. It is now forecast to reach 13 million barrels per day in 2020. Adding to this other petroleum liquids, especially those derived from natural gas [like propane], the total rises to 18 million barrels per day, a level no country has ever before achieved.

The U.S., the former Soviet Union and Russia, and Saudi Arabia have for decades been the top three oil-producing countries in the world. Widespread use of the drilling technique known as fracking in the U.S. in the late 2000s resulted in a production boom.

There has also been a lifting of a 40-year ban on oil exports, a policy Congress reversed in 2015. As a result, exports went from near-zero to over 3 million barrels per day by mid-2019, surpassing most countries in the OPEC group. A particularly striking number here is that America’s need for imports of crude oil have fallen from 60% to a mere 8% in a single decade.

What does this mean for the global market? Two things: that the world has gained a massive new source of supply, while dropping a longtime source of imports. The overall effect has been to keep the market better supplied than in the past. Another effect has been to eliminate worries about the world running out of oil.

Still more, the historical anxiety in the U.S. about “foreign oil” has also been erased. This hasn’t stopped prices from being volatile at times. But it has added a degree of background stability; supply is no longer controlled by autocratic regimes.

Fall/Winter Weather Forecast:

“Polar Coaster” or Warmer Winter? We’re Predicting Mild over Wild.

Those farmers are fighting it out again! That feisty upstart, the *Farmer’s Almanac* (founded 1818), is ringing the icy alarm for a “Polar Coaster” winter with “colder than normal temperatures and a good amount of snow” in our region.

Meanwhile, its crusty counterpart, the *Old Farmer’s Almanac* (founded 1792), is calling for higher winter temperatures and below normal snowfall. So, which of these fightin’ farmers are *we* betting on this winter? Well, we’ve always had a lot of respect for the wisdom of age, so we’re sticking with forecasts from the *Old Farmer’s Almanac*.

While these two pummeling prognosticators continue to differ on just 764080 about everything, all of us here at Deiter Bros. are in full agreement on one prediction: **Whatever the weather, our family will be there to keep your family comfortable and cozy.** That’s one forecast that has been *100% accurate* for the past 90 winters...and a promise you can *always* count on!

OCTOBER

The mystical month will be a leaf peepers delight with warmer, dryer weather keeping our eastern Pennsylvania’s trees in Technicolor trim weeks longer this season! Except for a two-day dousing of chilly rains around mid-month, October will feature sunny days and not-too-spooky night temps right up to Halloween on Thursday, the 31st. Trick-or-treat nights vary by municipality so learn when it is in your locale and drive extra carefully... you may have lots of little ghosts and ghouls on your neighborhood streets.

NOVEMBER

Just when we get comfortable with bright days and sweater-weather temps throughout the first three weeks of November, Old Man Winter wakes up crabby (as usual!) and cranks out the season’s first snowfall around the 21st... and it’s just the start of a wet, sloppy 10-day slog. Temps and raindrops will both keep falling so get out the woolies and waterproof outerwear for a super chilly Thanksgiving Day on the 28th. But don’t let the weather dampen your T-Day weekend spirits too much. There’s always family, friends and football...so here’s a forecast you can bank on: ***The Eagles WILL win that Sunday, December 1, against the Miami Dolphins. Stone cold lock!***

DECEMBER

This may be one of the warmer Decembers in memory—an almost-balmy 4-degrees F. higher on average. Light showers kick off the holiday month and temps tend seasonally chillier until a full day of intense rain hits around the 13th followed by mild days and light showers up to the first official day of winter on December 21. There’s a 50/50 chance of a sticking snowfall for Santa’s rounds on the 24th or on Christmas Day, which falls on a Wednesday this year. 2019 slides soggly into history with dank days of rain and wet snow.

JANUARY

2020 will be a hot national election year so, appropriately, it kicks off with a January that’s 4-degrees F. warmer than usual...and full of wind. Like most political promises, the weekly weather forecasts also repeat like a badly scratched record (Does anybody remember records?) Week 1: Rain. Week 2: More rain and blustery snow flurries. Week 3: Intermittent rain and slightly milder temps. Week 4: Rain turning to snow showers. New year...same old same old. Florida, anyone?

FEBRUARY

2020 is a Leap Year so we’ll have one more day to shovel the white stuff. February *will* yield more snow than any month this winter. So brrrrrring it on! “Lovers Month” starts off bitterly cold with multiple days of snow flurries. Temps tease a bit higher in the start of Week 2 but dip down as we approach a snowy Valentine’s Day on Friday the 14th. The second half of February is also fitful—cold and laced with skies full of frozen flying flakes. The deepest snow accumulation of the year happens at month’s end making this shortest month of the year also our wintriest.

MARCH

As we near winter’s end, the temps get 2-degrees F. lower than average all month with a lot more precipitation. Weird but, hey, that’s weather. Look for a surprisingly strong and windy snow blast in Week 1 and pelting rain during the week of St. Patrick’s Day on the 17th (a Tuesday this year). We welcome Spring on the 19th with lots of sunshine 766908 to warm the reawakened earth, coaxing up those crocuses and daffodils. The last gasp of cold weather happens with our “Onion Snow” around the 29th...but no worries, it will melt as fast as the memories of winter because, in our beautiful Lehigh Valley, Spring has sprung for good!

Is Your Home Ready for This Winter? Call NOW for Your Heating System Cleaning and Tune-Up: 610-868-8566



LAST CHANCE for these 90th Anniversary Specials

(After December, they're HISTORY!)

Utica Boilers — All-American Quality!



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



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

Subject to cancellation based on volume. Cannot be combined with any other offer. Offers expire 12/31/2019 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**

Our Top 10 "TO DO" Tips to Keep Your Family & Home Safe This Winter

1. Check Your Smoke and Carbon Monoxide Detectors

Regularly test and change the batteries in your smoke and carbon monoxide detectors at least once a year.

LIFESAVING FACT: Detectors wear out. Each detector has an expiration date, found at the bottom of the unit. The average carbon monoxide detector has a life expectancy of 3 to 5 years; smoke detectors need replacement every 8 to 10 years.

2. Warm Your Car Outside

Never warm up your car in the garage, even with the garage door open. Letting a car idle in a confined area exposes you and family members to deadly carbon monoxide and other gases.

3. Prevent Water Pipes from Freezing

Frozen or burst pipes are more common than most folks think. Pipes on exterior walls or in unheated spaces (garage, attic, basement) are the ones we see freeze up most. Home improvement stores sell pipe insulation; well worth the investment. If you don't have frost-proof spigots, be sure to close all interior shut-off valves leading to outdoor faucets.

4. Proper Ventilation is a Must

Indoor air quality is critical for winter health. Your family is indoors more, generating more dust and airborne particles. Clean all air returns and supply vents, dryer vents and kitchen and bathroom exhaust fans to ensure proper air flow.

5. Replace Furnace Filters More Frequently

Furnace filters should be replaced more frequently during the winter months. This will keep your air 760796 quality higher (and your energy costs lower!)

6. Check All Outdoor Exhaust Vents

Many of today's high-efficiency heating appliances—furnaces, boilers, water heaters, fireplaces—have direct vents to the outside via plastic pipes rather than traditional chimneys. These vents can get blocked with snow, ice or other debris—

then they can become deadly with the buildup of carbon monoxide inside the home. Make sure all outdoor exhausts vents are always clear...especially during snowfalls or icy storms.

7. Hand Sanitizers Can Keep Viruses from Spreading

Sickness runs rampant during the winter months because we are cooped up in our homes and workplaces...along with other people who may have been exposed to voracious winter viruses. Viruses which roost on door knobs, counter tops, light switches and other "high touch" surfaces. Keep plenty of hand sanitizers in multiple locations throughout the home and office. Most importantly, use them on a regular basis. A few squirts a day CAN keep those germs at bay!

8. Recognize the Top 5 Causes of Winter Home Fires

Winter time is when most home fires happen. Kitchen flare-ups, portable heater malfunctions, Christmas tree fires, lit candles, children playing with matches, open flames like fireplaces...all are among the leading causes of home fire tragedies during the cold months. Get to know these causes and keep a sharp eye out for them in your home environment.

9. Have Working Fire Extinguishers AND a Family Escape Plan!

The moment you smell smoke it may be too late to devise an escape plan. Have at least one working fire extinguisher for each floor in your home. Learn how it works. Also, devise an escape plan for your family, and take the time to practice it with them.

10. Schedule a Heating System Inspection and Cleaning

Getting a yearly inspection and cleaning for your home furnace or boiler ensures that your heating system is functioning properly and safely. It also prevents untimely system breakdowns and repair bills.

If you have not yet scheduled your heating system inspection and cleaning, please call Deiter Bros. now: 610-868-8566.



THANKS TO YOU we delivered a TON of smiles last year. Let's make THIS Christmas even merrier!

Drop off a new toy* at either Deiter Bros. location and we'll get it to Toys For Tots in time for Christmas. For pick-up at your home or business, email: T4T@dbrothers.com.

More facts? Call **610-868-8566**. Or visit: allentown-pa.toysfortots.org

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

Drop Off Toys **NOW Through December 12, 2019.**

Monday to Friday, 8 a.m. to 5 p.m. at either of our offices:

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



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INSIDE:
Fall/Winter Weather Forecasts
& 90th Anniversary Specials



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**Don't Wait! CALL NOW to Schedule
Your Fall Tune-Up & Cleaning:**

610-868-8566

The PAYGO Plan Is No Longer Offered



Due to limited participation, Deiter Bros. is not accepting new customers for the PAYGO Plan. For existing PAYGO customers, plan participation will end on **MAY 31, 2020**. If you have any questions, please contact us at 610-868-8566.

Paygo Customers (and ALL Budget-Minded Customers) Are Encouraged to **Join Our MOST POPULAR Fuel Payment Plan:**



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BetterWay with CAP. This is a price protection option which offers all the benefits of BetterWay PLUS a limit or CAP on what you are charged for fuel during the year. The cost for this protection is just \$13 month.

INTERESTED? 2678 Visit www.dbrothers.com now and go to Fuel Oil and Propane Payment Plans for more facts!