



# The Comfort Standard

Published Quarterly For Employees, Customers and Friends of W.C. Eshenaur & Sons, Inc.



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By the time you read this, summer will be here. I would like to take this opportunity to pass along some safety tips to help make this an enjoyable season.

First, use a good sun screen. The summer sun can have a mesmerizing effect and before you know it; you have a painful sunburn that can cause serious damage to your skin. Summer also brings kids outside and many times they are so absorbed in an activity that they may dart out into the street. Use extra caution when driving in our neighborhoods. Be mindful of your surroundings. Sometimes we get caught up in day to day activities and make poor choices. If you see children or pets alone inside parked cars; watch to make sure they're okay. Temperatures inside a parked car can soar to dangerous levels in minutes.

Speaking of pets; keep them inside or at least in shaded areas when it's hot outside. Make sure they have water available to them. Keep yourselves well hydrated too.

Alright, I'm getting off my soapbox now. At the risk of spoiling the party; let me also say that summer is the time to get ready for winter. Yes, I checked with local weather forecasters and have been assured that winter will come again. Check inside for ways that we can help you to be prepared. Thank you for allowing us the privilege of earning you patronage. Your continued faith in W. C. Eshenaur & Son Inc. means a great deal to me.

Craig

# KEEP COOL Efficiently!



Your central air conditioner or heat pump provides great comfort on these hot summer days. But, is it efficient? Modern technology provides a comfortable, quiet and efficient cooling system that may consume 40% or less electricity than you are using now. Check your utility bill, and then call us.

We are fortunate to have two of the best trained, most knowledgeable sales people in the HVAC industry. Bill and Dave have nearly 80 years of combined experience in providing home comfort. And now, not only can they recommend the best American Standard energy efficient equipment for your home or business; they can also arrange affordable financing for your purchase. See our website @ [www.eshenaurs.com](http://www.eshenaurs.com) for details, then call us at 717-236-5031 and put these gentlemen to work for you today.

## FUN FACTS

Pagans called the midsummer moon the “Honey Moon” for the mead made from fermented honey that was part of wedding ceremonies performed at the summer solstice.

Olympic “Gold Medals” haven’t been gold since 1912. Instead, they are made of silver with gold plating.

If you or someone you know has a summer job that you really don’t like, don’t despair. As a youngster, Warren Buffett went door to door selling chewing gum and magazines

If you would prefer to receive our Newsletter electronically, please call us with your e-mail.

# SAVING MONEY We can Help!

While we're discussing saving money, we have many ways to help. Watch your mail for our "Ready Reserve" program announcement that will be out before summer's end.

With "Ready Reserve" you have the security of a guaranteed supply of fuel oil at a fixed "cash" price.

For nearly twenty years this program has saved hundreds of central PA homeowners thousands of dollars. Unlike pre-buy programs of most competitors, there is no fee to enroll in this super saver plan. All you pay for is the fuel you use.

If you aren't in position to pre-buy your winter's supply of fuel oil, don't despair. Hundreds of our customers take advantage of our budget payment plan. With this plan you can spread your fuel oil bills over 11 months. We simply calculate your winter's needs based upon the past several years usage and allow you to spread these payments evenly throughout the year. This gives you a predictable monthly amount. Imagine how much better the holiday season would be without the worry of getting a big heating oil bill right in the middle of it! If you have a service contract with us, that can be factored into the budget as well. Call us today and get the peace of mind that comes with security and predictability.

The winter of 2013-2014 we will be offering a ceiling price program available for our customers. You can enjoy the security of having a "cap" on your heating oil price while at the same time benefitting from protection against falling prices. We are currently developing these details and expect that this valuable information will be ready for your review in early August. Mark your calendars and call in the first two weeks of August. Ask for Steve and he will be glad to furnish all the information you need to make the decision as to which

program is right for you.

Another way to save is with multiple service plans. For example if you have a service plan on your heating system and one on your air conditioning system; you get a 10% discount on the lower plan. In addition to the 10% discount you will also receive 15% off parts and benefit from having these systems operating at peak efficiency. Our highly trained service department personnel take great pride in their work. Call us today and schedule an appointment.

You know summer is a great time of year but occasionally Mother Nature reminds us of her power and fury. Be ready for severe weather and the accompanying power outages with a Generac automatic generator. Call us today at 717-236-5031 and ask for Paul. You won't have to worry about spoiled food, no hot water, no central air, and no comfort.

Another way we help prepare for winter is our "Blanket Drive". This fall will be our 21st year of collecting blankets to help keep our friends and neighbors warm. You can help by donating blankets through our many local business and church partners. Watch for details coming in a few months.

Introducing the Air Scrubber Plus® This device will clean, deodorize and purify the air in your home by reducing 99.9% of all surface contaminants and 90% of airborne contaminants. The Air Scrubber attaches to your duct work seamlessly for a quick and easy installation and uses only 19 watts of electricity. This can be installed for \$999.95.





200 S. 41st ST.  
Harrisburg, PA 17111

## PROPANE A Versatile Fuel

Most of you know us for our plumbing, our construction, our HVAC department or maybe you're one of our many valued heating oil customers. But more and more of you are taking advantage of our ever expanding propane department. We are quickly becoming one of the Harrisburg area's leading propane companies. Our certified technicians and dedicated drivers are among the best in the industry and have helped Eshenaur's to develop a reputation for quality work at affordable prices. Give us a call and see how affordable, safe and reliable propane can be for your home or business. If your current heating system is old or simply inefficient, now would be the perfect time to convert to propane. When you compare cost per BTU, propane is a very competitive heating fuel. And if your home is heated by electricity and you have no chimney; don't worry. Propane heating appliances can be vented directly to the outside. Propane is the most versatile fuel we have avail-

able and W. C. Eshenaur & Son Inc can handle your every need. We provide propane for any use from industrial forklifts, to home heat, to pool heat, to home cooking – you get the idea; we can do it all.

Bring your gas grill tank into our office to get filled at a very competitive price. We fill tanks Monday through Friday between 8:00AM and 4:30PM for your convenience. Or better yet, if you already use propane at your home; have one of our technicians install a gas line directly to your grill! You'll never run out of gas in the middle of a cook out again.

