

The Comfort Standard



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



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Welcome to the Winter Newsletter

At W. C. Eshenaur and Son, Inc., we are gearing up to help you handle whatever Old Man Winter delivers. We have been here for 84 years and know what it takes to keep your family safe and warm. We have the trucks, the equipment and the experience. But most of all, we have the people. These people are part of the community. They are your friends and neighbors. They coach baseball teams and soccer teams. They raise their families here. They support the local economy. They go to school here. They attend churches here. I am proud of every one of them and am probably a little prejudiced but I truly believe we have the very best employee group in the industry. But you know the thing that makes me proudest is the talent level and diversity of these folks. There is literally nothing that they cannot accomplish. We have our own certified weld shop. We have our own sheet metal fabrication shop. We install sewer systems. We install plumbing systems, heating and air conditioning systems of all types including geothermal. It may be a cliché, but with us, one call can truly do it all. ...page 4

TRIVIA

There is one temperature reading that has the same value on both the Celsius and Fahrenheit scales. What is it?

What letter does not occur in any U.S. state name?
The answers will appear later,

Annual Service & **SAFETY CHECK**

Has your heating system been serviced this year? An annual service and safety check is the best way to be sure that you are getting the most out of every dollar you spend for energy. We can help you keep your energy costs down with a tune up or a service contract so you can enjoy the peace of mind that comes with knowing you are ready for winter. Whether you use natural gas, propane, heating oil or a heat pump, our trained technicians will make sure you are getting the best efficiency that your heating system can produce. We service all brands. It doesn't matter what equipment you have or where you purchased it; we will help you get the most out of it.

Call us today at 236-5031 and ask for the Service Department. They will schedule an appointment so you can start saving money today.

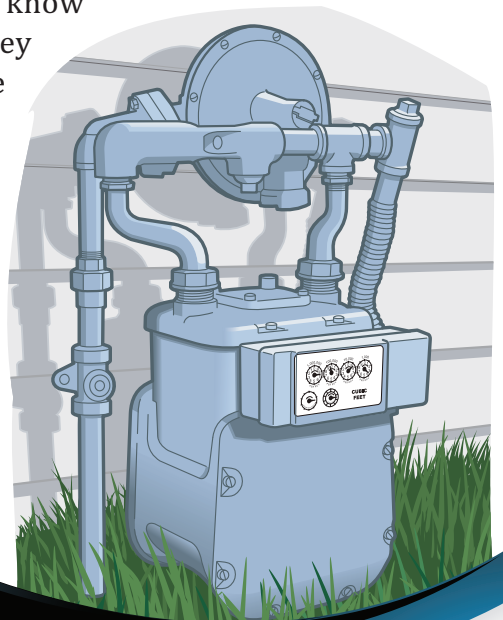
Is your heating system wasting your hard-

earned money? It's possible that for every energy dollar you spend; 30 cents or more could be going right up the chimney! In today's economy, you cannot afford an inefficient heating system; plus it's bad for the environment. If it's time to upgrade, call Bill or Dave for your free estimate. Combined, they have 72 years experience in the heating industry! They have seen it all but they are definitely not trapped in the "good old days." They constantly are getting trained in the latest developments in the industry. They are experts in evaluating your home and then recommending the right system for your comfort. No matter if you use natural gas, propane, heating oil, or a heat pump: Bill and Dave can match the proper system to your home.

CONVERTING TO **NATURAL GAS**

Maybe you want to convert to natural gas; give them a call. Bill and Dave are the conversion experts. There is more to it than just replacing a burner or even a furnace. They will measure your home, calculate the heat loss, and size a unit to fit your home's needs. We now offer Natural Gas Service Plans. See our website under Service Plans to view the new Service Plans! Are you thinking about geothermal heating and cooling? These guys know the industry inside and out. And do you know the best part? They don't subcontract the work to someone you've never heard of – the work is done in house by people who will be here to service what we sell.

Call Bill or Dave and start saving money today. Refer a friend or a neighbor and if Bill or Dave sells them a heating system, or air conditioning system we'll send you a \$75.00 check.



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



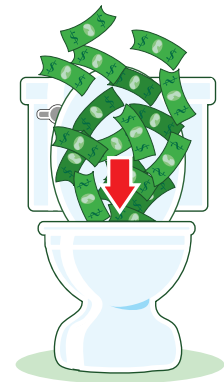
PEACE of Mind

Everyone wants peace of mind. We can help there too. We're not some fly by night company who's here today and gone tomorrow. We've been here for 84 years and the fourth generation the Eshenaur family is waiting in the wings. We have the security of a one million gallon fuel oil storage tank along with 90,000 gallons of propane storage. Bad weather or a supply disruption may be bad news for some companies, but we will still have the fuel oil and propane to keep our trucks rolling and our customers warm. Call today and ask for Steve or Arlena in the fuels department. You'll be glad you did.

FLUSHING **MONEY** AWAY?

Water is one resource that we all need to do our best to preserve and keep clean. If you have a toilet installed before 1994, every time you flush you are flushing 3.5 gallons or more of water. Not only does this add to your water and sewer bill, but it also impacts the environment in many different ways. For as little as \$325.00, you could cut your water consumption 1.6 gallons per flush by installing a Gerber Viper round toilet. This is one example of how you can cut your water consumption and see

a quick return on your investment. We have many environmentally friendly cost saving plumbing fixtures. Call today and ask for Paul in our plumbing department so that you may start saving money today. Your wallet and the environment need you to make that call. Have you been thinking about an emergency generator to handle those all-too-frequent power outages? Paul can help put your mind at ease. Call 717-236-5031 ext: 135 and let Paul show you how to save.



DID YOU KNOW?

You probably know that we deliver fuel oil and propane. But did you know that we also deliver diesel fuel and gasoline? Call us to see how we can help on your commercial fueling needs.

TRIVIA ANSWERS

Negative 40 degrees
The letter "Q"





200 S. 41st ST.
Harrisburg, PA 17111

FIRST CLASS MAIL
US POSTAGE
PAID
HARRISBURG PA
PERMIT NO. 132

Craig's Corner Continued...

No matter how you heat your home, we can help you get the most out of your energy dollar. It has never been more important to make sure your heating system is working at peak efficiency. Call us today and let us show you how to maximize your system's efficiency and minimize your environmental impact.

By the time you read this newsletter, we will have "wrapped up" our 20th annual blanket drive. Through your generosity and the cooperation of our community partners, we have provided tens of thousands of blankets that have helped keep families warm all over the Harrisburg area. Thank you for your kindness.

Thank you for all your support over the years. You have entrusted us with your patronage for three generations and that is also something of which I am very proud. Give us a call at 236-5031 or stop in and you'll see why our employees are our greatest asset.

FUN FACTS

The little thumbnail indentation on the blade of a pocket knife is called a choil.

The U.S. flag is always flown at half-staff at Arlington Cemetery, the Tomb of the Unknown Soldier, and Pearl Harbor.

One inch of rain, falling over an area of one acre, weighs one ton.