



The Comfort Standard

Spring 2009 — Vol. 17, No. 2

Special Warranty Programs, Special Financing and Energy Tax Credits On Qualified High-Efficiency Heating & Air Conditioning Systems

Your comfort and what it costs is at the center of everything we do here at Eshenaurs. And with summer's heat and humidity knocking at your front door, it's time to seriously think about the age and energy efficiency of your current central air conditioning system.

As you already know, your home's central air conditioning system uses a considerable amount of electricity and is one of the most expensive home appliances to operate. However, today's high-efficiency air conditioning systems are 50 to 75 percent more efficient than units available five years ago, making it more cost-effective to replace an old system 15 years or older with high-efficiency equipment.

At Eshenaurs, we constantly strive for a higher standard in the products we sell and the service we provide. That's why year after year we are proud to offer the top quality, high-efficiency American

Standard Air Conditioning Systems for the upcoming cooling season.

If you order the American Standard high-efficiency Allergiance 15 SEER (Seasonal Energy Efficiency Rating) or higher outdoor air conditioning and/or heat pump system with an indoor variable speed air handler/gas furnace, and have it installed before June 30, 2009, you will receive at no extra charge a 10-year warranty on both parts and labor. Plus, we have a special financing program for qualified buyers.

For the term of your warranty, American Standard will pay your bills for any unforeseen mechanical failure. Plus all service work will be conducted by one of our trained service professionals who are experts in current equipment and service techniques. The warranty is fully transferable to the new owner if your home is sold.

(Continued on page 2)



A Word From Craig Eshenaur

"An Ounce of Prevention..."

It's become a cliché. But the truth is that home heating and air conditioning systems are mechanical devices. And sooner or later they will break down.

That's why we have always been strong proponents of good planned maintenance. The way we see it, a good planned maintenance program is really a kind of savings program.

Consider this. Long before your home comfort system actually breaks down, it silently and unavoidably loses efficiency requiring more energy and more money to keep you comfortable. A recent university study indicates that an average of \$32 a month goes right out the windows of homes simply because the equipment isn't regularly maintained.

Of course, equipment not regularly maintained is also moving closer to breakdowns and un-

(Continued on page 3)

In This Issue...

Department Update 2

A/C & Heat Pump Planned Maintenance Agreements 3

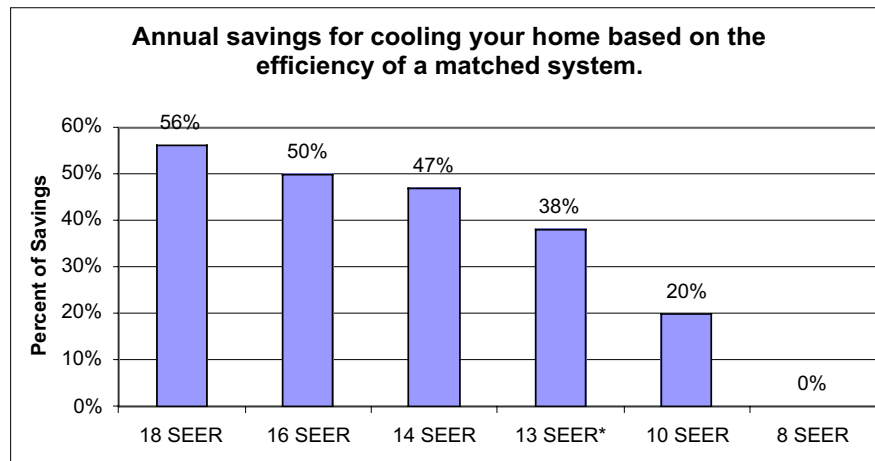
Save \$50 on your next \$200 order with Eshenaurs Machining, Welding and Sheet Fabrication Shop 4

Special Warranty Programs, Financing and Energy Tax Cuts (Continued from page 1)

Depending on the type of heating and central air conditioning system installed in 2009, homeowners may be eligible for a tax credit equal to 30 percent of the installed costs or up to \$1,500. The new tax credits are retroactive to January 1, 2009 and expire on December 31, 2010.

Your comfort also comes with the knowledge that you won't break into a cold sweat when you see your cooling bills. The Allegiance 15, awarded with the Energy Star label, surpasses government efficiency standards, helping you save up to 47 percent on your energy bills while reducing greenhouse gas emissions.

When you match an Allegiance 15 air conditioner with an American Standard variable speed gas furnace or air handler, you can be sure that comfortable conditioned air will be delivered throughout your home at a level of efficiency you never thought possible. The air handler works with the air conditioner to circulate cool air in the summer. Or, when paired with a Heritage heat pump, it circulates cool air in the summer and warm air in the winter.



**Minimum efficiency established by the Department of Energy. The majority of systems installed prior to 1992 are 10 SEER or lower. Potential energy savings may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.*

Don't wait until the heat wave hits. Get your plan into motion now and take advantage of the American Standard warranty program, the special financing for qualified buyers, and the new energy efficiency tax credit now and have it professionally installed before the summer rush.

Call our sales department today at 236-5031 to schedule an appointment with Dave Boyne or Ray Desautels. With a new air conditioning system installed before summer, you'll be as "cool as a cucumber" inside your home when the temperature outside is sweltering!

*The 10-year warranty does not include service calls for routine preventive maintenance.

Department Update

Propane

Are you an Eshenaurs Propane customer? If not, then when was the last time you took a good hard look at your propane invoice and added up all the "incidental" fees that can amount to a lot of cash over the year?

Here are some questions you need to answer to see if you're getting a fair deal with your current propane supplier:

1. Do you know what you're paying per gallon of propane?
2. Do you know what you're paying in a monthly tank rental fee?
3. Do you know if you're paying a monthly HAZMAT fee? If so, do you know how much you are paying per month?

If you're an Eshenaurs Propane customer, the only charge you'll find on your invoice is for the propane, which is often priced less than our competitors.

- No monthly tank rental adding up to \$80 a year
- No HAZMAT Fee (We train and certify our drivers in the transport of hazardous chemical)
- Easy New Customer Installation Setup – (takes about an hour)

With a low price per gallon, no monthly tank rental fees, no HAZMAT assessments and ease of changing providers, how can you go wrong! You can't. Simply call Eshenaurs today and ask for Dave Skoczynski.

Air Conditioning & Heat Pump Planned Maintenance Agreements are now available at Eshenaurs Fuels, Inc.

Did you know that the benefits of a regular air conditioning and heat pump planned maintenance schedule can give you tangible returns of added life to your heating, ventilation and air conditioning system and lower energy and repair bills?

Many of our customers enjoy the convenience and peace-of-mind of our Planned Maintenance Agreements (PMAs), agreements between you and Eshenaurs Fuels for scheduled inspections and maintenance of your HVAC system.

We usually schedule PMAs twice a year for a heat pump and once a year for a central air system to maintain peak efficiency, prevent utility overpayment and avert system failures through maintenance that can help extend the life of your HVAC system. The PMA usually consists of a fall and spring maintenance check-up for a heat pump or a spring check-up for

just the a/c system when our trained service technician goes through your entire HVAC system getting it ready for the upcoming heating or cooling season, a proactive approach before you experience a system failure and over pay your utility company.

Regardless if you're a commercial or residential customer, the HVAC system is most likely the single biggest use of energy in your home or business, and it is also the system that is often ignored because it isn't seen. They are usually located in the basement, a closet, on a rooftop or in a mechanical storage room. The systems are taken for granted until there's a failure resulting in decreased efficiency, utility overpayment, discomfort, loss of productivity, eventual premature replacement, and higher repair costs.

For example, something as simple as dirty condenser coils cause the compressor to run harder

and pull more amps. More amps equate to higher electric bills. Dirty condenser coils also make a compressor work harder and will eventually cause premature failure of the compressor. Ultimately, you pay higher electric bills, and you pay to replace the compressor sooner rather than later.

This is why most manufacturers require a regular scheduled maintenance report to honor warranty issues with warranted equipment.

Proper maintenance of your HVAC system will improve its efficiency and extend its life. Plus it's easier to budget for a PMA than it is for costly repairs and/or replacement. These are just a few solid reasons why you should become an Eshenaurs Fuels PMA customer today. Please call 236-5031 and ask for Scott or Paul. They can answer your questions and explain all the reasons why you should sign up today!

A Word from Craig (Continued from Page 1)

necessary repairs. This is where it can really get expensive – and depending on the severity of the weather – dangerous as well.

But it doesn't have to be this way. It is sad but true that a majority of service calls and expensive repairs can be prevented through proper maintenance.

So why not call Eshenaurs to schedule a spring maintenance check and give yourself some

peace of mind.

We'll make sure your equipment is cleaned and checked by a trained HVAC professional who is aware of common problems that occur with air conditioning and heating equipment because of poor maintenance.

Remember, when you're dealing with a machine it's not a question of "if?" – it's always a question of "when?". The difference is having control.

Call Eshenaurs today.

An Important Reminder...

Before the air-conditioning season hits, replace your air filter and remember to close the bottom return vent and open the top. It's also a good time to inspect the plumbing system. Start where the water supply enters the home. Turn the main water valve off and on, checking for any leaks.



Eshenaurs Fuels, Inc.

200 S. 41st St.
Harrisburg, PA 17111

PRESORTED
FIRST CLASS MAIL
U.S. POSTAGE
PAID
PERMIT #132
HARRISBURG, PA

Family Owned and Operated Since 1928!

Save \$50 on your next \$200 order with Eshenaurs Machining, Welding and Sheet Metal Fabrication Shop

In addition to our Fuel Oil, HVAC, Plumbing, and Propane Departments, Eshenaurs Machining, Welding and Sheet Metal Fabrication Shop has evolved over the past 10 years into a full-fledged department that offers a wide variety of services to our customers.

If you're planning a project with specific needs, now's the time to call Eshenaurs Machining, Welding and Sheet Metal Fabrication Shop! Through the end of 2009, you can save \$50 on your next \$200 order.

No matter what the specifications, our skilled machinists and welders can give you fast turnaround for your close tolerance projects; cost-effective repair as an option to replacement; and emergency repair, which is our specialty. Our experience enables us to fabricate original or replacement parts and equipment from our customers' drawings or samples, and we work on all types of metals in thicknesses from sheet

metal to plate.

Our skilled welders can take care of such diverse services as welding repairs, piping systems, catwalks and stairways, frames and supports, cast iron welding, stainless and aluminum welding, ornamental projects and portable welding jobs. No job is too small!

Our Sheet Metal shop specializes in the fabrication of commercial and residential duct systems from bare metal to metal with acoustical liner, with duct fittings, hardware and hanging hardware. We also fabricate 1" to 1.5" ductboard and fittings assembled or not, depending on your preference.

Last but not least, every Eshenaurs Fabrication Shop employee has over 30 years of experience, and we pride ourselves on being able to overcome challenges of difficult projects. For inquiries and requests for quotations, please call 236-5031. Drawings can also be emailed to cbeck@eshenaursfuels.com.

**SAVE
\$50**



on your next sheet metal purchase of \$200 or more at

**ESHENAURS**
FUELS, INC.
SHEET METAL FABRICATION SHOP

Limited to one coupon per customer. Good thru 12/31/2009.

**SAVE
\$50**



on your next machine/welding shop order of \$200 or more at

**ESHENAURS**
FUELS, INC.
MACHINING/WELDING SHOP

Limited to one coupon per customer. Good thru 12/31/2009.