

# Comfort @ Line

Spring/Summer 2018

Your Comfort is Our Business

## Questions & Answers: Tank Coverage

By Charles J. Brand

*This question and answer segment updates the tank coverage available through the Proguard Program.*

### **What coverage is available for an aboveground tank?**

Aboveground tank coverage provides \$50,000 of first and third party cleanup costs. In addition, the policy pays \$1,500 toward tank replacement if there is a leak. The annual cost of the coverage is \$64 with a \$500 deductible.

### **What is the difference between first and third party coverage?**

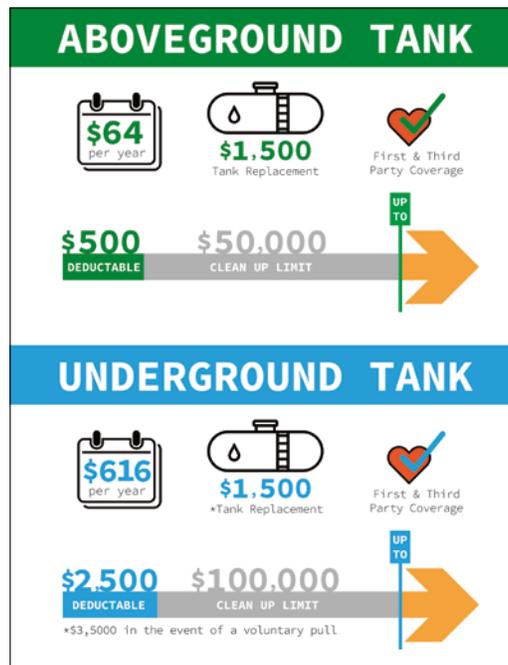
First party coverage is for a cleanup on your property. Third party coverage relates to a cleanup on a neighbor's property or contamination of the groundwater.

### **Is there a difference in the rate between a Double Wall Roth tank and a single wall steel tank?**

At the present time, there is no difference in the rate.

### **What coverage is available for an underground tank?**

Underground tank coverage provides \$100,000 of first and third party cleanup costs. In addition, the policy pays \$1,500 toward tank replacement if there is a leak. The annual cost of



this coverage is \$616 with voluntary pull coverage and a deductible of \$2,500 (\$3,500 for a voluntary pull).

### **What is a voluntary pull?**

A voluntary pull is when you decide to prophylactically remove your tank even though you have no reason to believe it's leaking. The underground tank program offers voluntary pull coverage after the second year the coverage is in place.

### **Is a tank test required to obtain coverage for an underground tank?**

Up until June 1, 2018, tank tests were required. Since June 1, 2018, a tank test is no longer required. However, some due diligence is required to get coverage. This includes providing several years of delivery history plus checking the tank for water.

### **Does it make sense for me to purchase tank coverage?**

The answer depends on what type of tank you have. It makes a lot of sense if you have a single wall steel aboveground tank. It probably doesn't make sense if you have a Double Wall Roth tank since the chance of a leak is very remote. If you have an underground tank, you have to balance the cost of the coverage against the cost of replacing the tank.



Teighan Marie

## A New Arrival...

Many of you have met or have spoken to Whitney on the telephone. She has been working with Hart & Iliff for nearly four years. On March 23rd, Whitney gave birth to a beautiful 7 lb. 15 oz. baby girl named Teighan Marie. Both baby and mother are doing well. After being out for maternity leave, Whitney recently returned to work. Congratulations, Whitney!

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# Hart & Iliff

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Popularly known as the Gashouse Gang, what pro baseball team won the 1934 World Series?

## Trivial Pursuits

- 1) A female alligator is properly known by which of these terms?
  - a) cow
  - b) queen
  - c) doe
  - d) henny
- 2) In which section of a department store might you find a Brannock Device?
  - a) housewares
  - b) shoes
  - c) garden
  - d) jewelry
- 3) In the original Sir Arthur Conan Doyle stories, detective Sherlock Holmes was a master of which musical instrument?
  - a) violin
  - b) oboe
  - c) piano
  - d) flute
- 4) What 1970s TV series was rated No. 1 for five consecutive years according to the Nielsen ratings?
  - a) All in the Family
  - b) Sanford and Son
  - c) M\*A\*S\*H
  - d) Happy Days
- 5) Popularly known as the Gashouse Gang, what pro baseball team won the 1934 World Series?
  - a) St. Louis Cardinals
  - b) Pittsburgh Pirates
  - c) Chicago Cubs
  - d) Cleveland Indians

—from *mental\_floss*

Answers: 1) a 2) b (A Brannock Device measures the size of your feet.) 3) a 4) a (1971-72 season through its 1975-76 season.) 5) a

## Work Safely In The Heat

As the warm days of summer set in, keep these safety tips in mind to avoid overstressing your body as you work outdoors:

- **Perform your heaviest tasks during the morning.** If you have work that will require you to exert a lot of energy, it's best to do it in the cooler hours of the morning.
- **Build your tolerance.** It usually takes a good two weeks for your body to acclimate itself to working in the heat.
- Use the buddy system. That way you can keep an eye out and get help if needed.
- **Drink water.** Health experts say you should drink a small cup every 15 to 20 minutes to stay hydrated and cool.
- **Take breaks.** Give your body a chance to cool down by heading off to a cool area for a few minutes
- **Eat lightly.** Try not to eat heavy or big meals before you have to work in the heat.
- **Skip the caffeine.** It makes your body lose water and increases your chances of heat illnesses.
- **Watch your medications.** If you take any medicine, you should check with your doctor or pharmacist about its effects when you're working in the heat.

*“Remember, today is the tomorrow you worried about yesterday.”* —Dale Carnegie

## How The Greats Got Their Start

Great writers have to start somewhere. Some of the most creative poets and novelists toiled in distinctly non-creative jobs before hitting it big. Here are a few of them:

**Langston Hughes.** The famous poet worked as a busboy in Washington, D.C.'s Wardman Park hotel. When another poet, Vachel Lindsay, took a seat at a table, the young Hughes offered her some of his poems, and Lindsay was struck by his skill, leading to his eventual success.

**J.D. Salinger.** The reclusive writer, best known for his novel *The Catcher in the Rye*, once served as entertainment director aboard a Swedish luxury cruise ship, the H.M.S. Kungsholm.

**Kurt Vonnegut.** The author of *Slaughterhouse-5* and other novels owned and managed a Saab dealership before a stint in the U.S. Army during World War II.

**Mary Higgins Clark.** The award-winning mystery writer held a wide variety of jobs before turning to full-time writing at 47—secretary, business machines manager, catalog copywriter, model, and flight attendant for Pan American Airlines.

## Netflix and Chill... Wherever You Are

Netflix is everywhere these days, and people are watching it everywhere. A Netflix survey conducted with Survey Monkey found that, instead of streaming movies and TV shows at



home, 67% of users watch Netflix in public—on the bus, in the restroom, and even at work: in the restroom: 12%; waiting in line: 27%; traveling: 30%, at work: 37%. Men are more likely than women to watch in public. Twenty-nine percent say they pretend not to see or hear other people while glued to their screens, and 27% say they've cried in public while watching an emotional scene.

Eleven percent have experienced spoilers while watching someone else's screen, and 35% complain of being interrupted by someone who wanted to talk about the show they were watching.



## Honest Abe Settles A Problem

Abraham Lincoln ran a legal practice, but he never encouraged litigation that was unnecessary. One day, as Lincoln was working at his practice, a man entered the establishment in an impassioned state. He pleaded with Lincoln to bring suit against a man who was impoverished and in debt. The man wanted to sue the debtor for \$2.50. Lincoln tried to reason with the man, but he was set on getting his revenge. When Lincoln saw that he could not talk the man out of bringing the lawsuit against the debtor, he slyly asked for \$10 in legal fees to head up the lawsuit. The man paid the money to Lincoln. Lincoln then hunted down the debtor and gave him half of the legal fee. The debtor used part of the money to pay off the man who brought the lawsuit against him. In this way, the man who brought the suit was completely satisfied that justice had been done, the debtor got out of debt, and Lincoln probably had a good laugh about it all.

**SPEED BUMP**

**Dave Coverly**



## Practice Food Safety During Picnics

Picnics are part of the fun of summertime, but thousands of people become ill every year from picnic food that's not safely prepared or stored. Here are some tips for making sure you have a safe picnic in the park:



**Always wash your hands thoroughly** before and after you prepare food and handle raw meats.



**Try to plan just the right amount of food to take.** Then you won't have to worry about the storage or safety of leftovers.



**Keep food chilled.** Pack them in a cooler as soon as you take them out of the fridge.



**Clean your food.** You don't know where fruits and veggies have been.



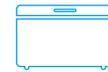
**Wrap all foods.** Keep the foods separate so drippings don't contaminate each other.



**Put leftover foods in the cooler promptly** after grilling or serving.



**Keep coolers under a tree.** When you're packing the car, try keeping the cooler inside the car.



**Use a separate coolers for drinks** so the one containing food won't be constantly opened and closed.

## The Little Things Matter

Aside from being the senior vice president of the Orlando Magic basketball team and a sought-after motivational speaker, Pat Williams has written more than 100 books. Many years ago, when he was working on a book about John Wooden, Williams interviewed scores of the coach's former players.

A story shared by many of these players was about a long-standing tradition of the coach. At the start of each season, Wooden spent an hour instructing his players on the proper way to wear their socks and shoes. From the snug fit of the heel of the sock to the lacing of their shoes, the coach covered every detail with great importance. When Williams asked the coach about why he devoted this kind of time and attention to such a seemingly insignificant subject, Wooden replied, "The little things matter."

He went on to explain how one wrinkle in a sock could contribute to a blister on a toe or foot. One blister could have a huge impact on the outcome of a game—or a season. "I started teaching about shoes and socks early in my career," Wooden said. "I saw that it really did cut down on blisters during the season. That little detail gave us an edge."

# Say Hello To Two New HVACR Technicians at Hart & Iliff!



**John P. Golpe** grew up in Sussex County. He spent six years in the U.S. Navy. For much of that time, he was stationed in Japan. While in the Navy, John was an Integrated Towed Array and Sonobuoy Sensor (ITASS) Tech. A simpler explanation is that John was a sonar technician. After leaving the Navy, and before joining Hart & Iliff, John worked for a custom cabinet maker in

Hackettstown. John is single and lives in Wharton.

**Michael J. Stevens** attended the Culinary Institute of America in Hyde Park, N.Y., and obtained a bachelor's degree in baking and pastry. After working in the food service industry for a number of years, Michael decided the field wasn't for him. He then worked at

Lowe's for four years and transitioned into working as a sales consultant and service writer at a car dealership. Michael always had a keen interest in HVAC work and is thrilled to be working here. He is married and lives in Bushkill, Pennsylvania.

Both John and Michael have received their commercial driver's licenses (CDL), and are enrolled in Hart & Iliff's Federal Department of Labor HVACR apprenticeship program. This program requires them to obtain 576 hours of training over the next five years. They are off to a quick start and have already received 112 hours of training in heating and air conditioning.



## Control Heating Costs This Winter

Hart & Iliff offers automatic delivery customers a Price Protection Program and an Even Payment Plan to help control winter heating costs.

With our **Cap Price Program**, you purchase your oil at our regular posted price, less applicable discounts for prompt payment. However, the price that you pay is capped, so it never exceeds a preset maximum level. There is a fee to participate. This Price Protection Program is offered through August 15, or when the available gallons are sold out.

**The Even Payment Plan** spreads out the cost of your annual fuel bill. Instead of paying for deliveries as you receive them, you make

10 equal monthly payments based on your annual usage. The plan starts in June, July, August or September. The Cap Price Program can be combined with the Even Payment Plan.

Both of these plans feature our exclusive money-saving Ultrablend® Heating Oil which burns cleaner and more efficiently than conventional heating oil.

If you participated in either of these programs last year, you don't need to contact us since we will assume you want to participate again. If you haven't been enrolled in these programs and want to participate or receive more information, call us at 973-383-1421.



Have you liked us on Facebook yet? Keep up with all the latest heating and cooling news...  
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