

**DIVERSIFIED  
REFRIGERATION  
INCORPORATED**



**D.R.I.**

# insider

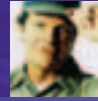
[www.divref.com](http://www.divref.com)

SPRING 2006



**COVER**

- > Intellidyne's New Unit
- > Our Customers Speak Out



**PAGE 2**

- > Get Motivated
- > CPR
- > Space Training
- > Website



**PAGE 3**

- > Gary's Corner
- > Recipes



**BACK**

- > Health Knowledge
- > Welcome New Employees

## Intellidyne's New Units Offer Fuel Bill Savings of 10-20%



Intellidyne, noted for their expertise in saving energy in commercial air conditioning, refrigeration, and boiler systems, introduced the Commercial Forced Air (CFA) and Forced Air (FA) units this year. As with all of the Intellidyne units, the manufacturer guarantees a 10% reduction in fuel savings or your money back. Typical savings usually run between 10 and 20 % with a return on investment usually between 1 to 2 years.

*(continued on page 3)*

## OUR CUSTOMERS

## SPEAK OUT

**"I would like to thank Diversified Refrigeration Inc. for their excellent service and give them a "thumbs-up" for their trouble shooting abilities.**

I originally called them to service our refrigeration equipment. They delivered the most thorough service I had ever seen, that they now take care of our air conditioning equipment as well. They mapped out all of our equipment, which has proved to be invaluable. When we develop problems we definitely put them to the test. I'm sure they had a few brain storming sessions to figure out the source of the problem, but it seems that the entire company works as a team, and they had us up and running in no time. Excellent job, Diversified!"

Lisa Hall, Terminal Manager  
WEL Companies, Allentown, PA

**"Reliable prompt, courteous and efficient service,** some people think these values are gone from the work place but we at The Quakertown National Bank have been working with Diversified Refrigeration for 3 years and I can tell you that they are not. Gary Derr has put together an excellent service team covering all aspects from accurate estimates right through to the equipment installation. Their service department, under the knowledge and guidance of Matt Harman, has consistently come through for us providing prompt reliable repairs and replacement of parts. The maintenance agreement that we have with Diversified Refrigeration has kept our HVAC equipment running efficiently, identifying potential problems before they become major repair or replacement costs. Thanks for making us feel like part of the Diversified Refrigeration team."

Brian D. Mack, Facilities Manager  
The Quakertown National Bank,  
Quakertown, PA

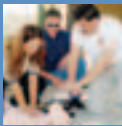


## “Get Motivated”

Recently, Matt Harman, Bill Blade and Sue Hess attended the “Get Motivated” seminar in Philadelphia. There were a number of speakers there including Philadelphia Eagles head coach Andy Reid, comedian Jerry Lewis, General Tommy Franks, and former Mayor of New York City, Rudy Giuliani. All speakers were very informative and full of energy and enthusiasm.

Some points to remember to keep you motivated are:

- You have to have courage. Courage is not the absence of fear. Courage is having fear and making the right decision anyway.
- Change allows you to better things with the changing times.
- Challenge creates opportunity to do things differently- better
- You never fail until you quit.
- There are setbacks and failures. Learn from them.
- Have the “day before vacation” approach every day
- You have to put something in before you can get something out.
- If you give people what they want, they’ll give you what you need.
- What you give is what you get back!



## CPR Certification

Recently all employees of Diversified Refrigeration attended CPR certification classes and now are all certified in CPR. The class was taught by Craig Spector of Heart Starters. Everyone had fun while learning a valuable tool. Rest easy, you are in good hands.

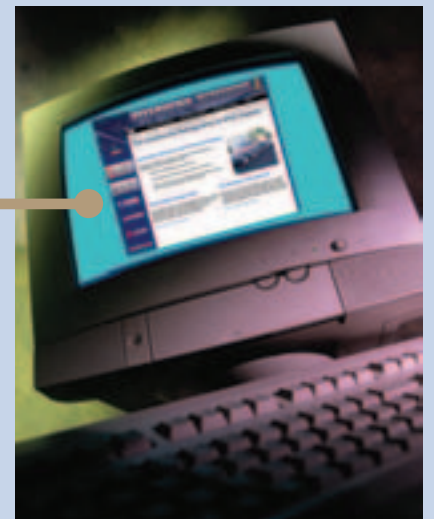


## Confined Space Training

Diversified Refrigeration’s policy is to send only the most qualified technicians to your place of business. To ensure this, Diversified Refrigeration is constantly training our staff. Evidence of this is the most recent training where all our technicians were trained and certified in confined space procedures. These procedures greatly minimize the chance of anyone getting injured while on the job.

## New Services Offered on DRI Website

You can now go to Divref.com to call in for service and to pay your invoice. For service just follow the simple instructions and receive the great service you are accustomed to and expect. Using our new pay by credit card service will give you peace of mind that the bill has been paid and takes seconds to do with a few simple clicks of the mouse.



### Things that make me **NUTS!**

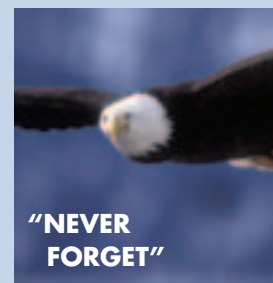
- New stricter seat belt laws passed in the same year the motorcycle helmet law was rescinded.
- Record gasoline prices and record oil company profits - coincidence or supply and demand?
- Illegal to use a cell phone while driving, but you can curl your hair.
- People waiting for tickets in the E Z pass lane.
- How important do you need to be to be assassinated instead of murdered?
- What disease did cured ham have?
- Why is there a light in the refrigerator and not in the freezer?
- What did tornadoes sound like before freight trains were invented?

### Iraq History Facts

- Garden of Eden in Iraq
- Noah built the ark in Iraq
- Tower of Babel was in Iraq
- Abraham was from Iraq
- Daniel was in the lions den in Iraq
- Ezekiel preached in Iraq
- The wise men were from Iraq
- Peter preached in Iraq
- Belshazzar (King of Babylon), saw the writing on the walls in Iraq
- Iraq is the second most named nation in The Bible, second to Israel. Iraq was called Babylon, Land of Shinar, and Mesopotamia (between the rivers)
- Iraq means deep roots

#### Note: Koran (9:11)

For it is written that a son of Arabia would awaken a fearsome eagle. The wrath of the eagle would be felt throughout the lands of Allah and lo, while some of the people trembled, still more rejoiced, for the wrath of the eagle cleansed the lands of Allah, and there was peace.



## > > > RECIPES

### Caesar Salad for Two

Mash up 3 anchovies, 1 tsp. garlic salt, 1/2 tsp. dry mustard, 1 tsp. worchestire sauce, dash of tobassco sauce, 1 coddled egg (boiled for approx. 2 min.), 1 tsp. lemon juice, Caesar dressing, 1 tbsp. parmesan cheese. Add romaine lettuce, toss and add pepper and salt to taste.



### Knock You Nakeds

Ingredients:

- 1 pkg. German chocolate cake mix
- 1 cup pecans (pieces)
- 1/3 cup evaporated milk
- 3/4 cup margarine
- 60 pieces caramel candy
- 1/2 cup evaporated milk
- 1 cup chocolate chips

Combine and mix well the cake mix, nuts, 1/3 cup evaporated milk, and margarine. Press half the mixture into bottom of greased 9 x 13" Pyrex dish, bake at 350 degrees for 8 minutes. Melt caramels in top of double boiler with 1/2 cup evaporated milk. When caramel mixture is well mixed pour over baked mixture. Cover with chocolate chips and pour rest of cake mixture on top of chips. Bake for 18 minutes at 350 degrees. Let cool for at least 4 hours before slicing. Keeps well in refrigerator.

### Intellidyne

*(continued from page 1)*

The units also features fail-safe operation, a state-of-the-art micro-computer controller, and easy installation by trained technicians with no programming or seasonal follow-up visits.

Not only does the Intellidyne CFA unit save you fuel and electricity when installed, but it also eliminates unnecessary starts and cycles, thus extending the life of your unit and reducing maintenance cost.

Please contact us to schedule an appointment to review the new CFA unit and all the other energy saving products from Intellidyne.

Visit our updated web site with online payment and service requests! [www.divref.com](http://www.divref.com)  
Phone: 215-249-0445 • FAX: 215-249-0511 • Email: [sales@divref.com](mailto:sales@divref.com)



## TEST YOUR HEALTH KNOWLEDGE

Health – We are all concerned by it, but many of us do little about it.  
Here are few questions to test your knowledge of some common health issues.

- |  |  |
|--|--|
| <p>1. If you were born today, what chance would you have of developing diabetes?</p> <p>A. One in three<br/>B. One in ten<br/>C. One in one hundred</p> <p>2. Your largest internal organ is?</p> <p>A. Liver<br/>B. Stomach<br/>C. Lung</p> <p>3. Nearly one in ten children goes without breakfast:</p> <p>A. Once a week<br/>B. 3 time a week<br/>C. Almost everyday</p> <p>4. West Nile virus causes severe reactions in:</p> <p>A. Everyone infected<br/>B. Half of those infected<br/>C. Less than 1% infected</p> | <p>5. Caffeine stays in your system an average of:</p> <p>A. 1 to 2 days<br/>B. 3 to 5 hours<br/>C. 24 hours</p> |
|--|--|



6. True or false?
- A. Canola oil is toxic  
B. A cold typically last 7 to 10 days  
C. Heart disease can begin only after puberty

Answers  
1. A, 2. A, 3. C, 4. C, 5. B, 6A. False, 6B. True, 6C. False

## New Employees *Welcome Aboard*

Please welcome our newest employees  
Mark Reynolds, Rich Dennis, and Mike Trottier.

Mark, Rich and Mike come to us with a vast knowledge in the field of HVAC/R and we are happy to have them join our team of qualified technicians

Mark lives in Macungie, PA and spends his free time with his wife Linda Ann. Rich lives in Quakertown, PA and spends his free time with his wife Tanya and their two children Richard and Michael. Mike lives in Revere, PA with his wife Daniela and spends his weekends flying. Mike is a certified pilot.

