



Fall 2018

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From the Desk of Dieter Pfisterer

Things you should know about what's going on in the world of politics:

Lying and deceitfulness is being supported by some media outlets. It saddens me deeply to see the reporting of false and inaccurate details intended to mislead the uninformed public in favor of the left wing of our government. The media should be the watchdog of every politician and the government on both sides of the aisle.

I can recall the day when Tip O'Neill, as speaker of the house, invited the opposition for drinks or lunch, and then straightened out problems in a closed door session using a give and take approach. Sadly, these days are gone forever.

Our police force was respected by most, and not constantly portrayed as racists, murderers, etc.

Enforcement of our immigration laws are virtually at a standstill, and as a young man who came to this country in 1958, here is what I experienced to get here:

An application was filed in Frankfurt, Germany; information had to be given as to where I was going to live and work in the USA; underwent a complete physical; pledged to serve in the military. After a long wait, I was allowed to emigrate. I had to report my status with the US Post Office every January, until I became a US citizen. I am grateful to this great country for the opportunities I found here. I have tried to give back to this country by running a successful business with approximately 40 to 60 employees from all backgrounds. I pay my taxes and share my financial blessings with my employees through bonuses and benefits, not usually given in the construction industry.

A lot has happened at Pfister and we are back with positive results! We have made some positive changes, keeping a careful eye on the day to day operation of our company and our customers. We have also made several changes to our management team. Greg Corbett has been rehired and Ed Bentley has been given the permanent position of controller, his input has been very important and greatly appreciated.

Our business has gone from almost bottoming out, to a remarkable 10 figure income with a very profitable bottom line. Our warehouse and yard are clean, you can almost eat off the floor. Customer service is performing remarkably well, and our field construction crews are delivering quality jobs with fair profits. Our jobs are on time and watertight, with manufacturers guarantees ranging in the upper 10's.

Just a few more words about politics today - I have been in this country for over 60 years and I have never seen such disharmony in our government, politicians encouraging attacks on other politicians who have opposing views is absolutely disgraceful.

Dieter Pfisterer, CEO

New Website

Our new revised website is up and running to provide more valuable information about us.

Our customers are surprised when they read about the services we offer.



Please visit us at:

www.pfisterroofing.com

The Mathematics of Tax Increases and Tax Reductions On The Economy

Comparatively speaking to the mathematics of tax increases, when you lower the tax, businesses will have more money available to buy equipment, employ people and increase production. This in turn creates increased employment and each new employee will pay more taxes. Hopefully the increased taxes will help the government to reduce the deficit.

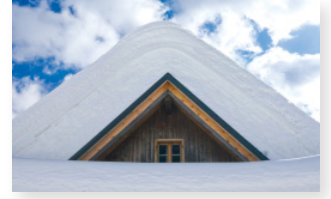
When our government raises taxes in business or reduces depreciation, allowances and write-offs, business must raise its cost to you, the consumer, by the same amount. The same holds true when gas prices or raw materials increase. Most, if not all, of these increases will be reflected in your invoices or in fuel surcharges, including the purchase of a new roof, a car, a loaf of bread, etc.

The moral of the story is simple; business has to make a certain amount of profit to sustain itself and provide jobs to you the consumer. When the government raises taxes, business must either increase its cost of goods to you or to close its doors – it's your choice.

Germ-Killer Coating

GERM-PHOEBES, REJOICE - hospital waiting rooms could soon be killing fields, not breeding grounds for viruses and bacteria. Researchers at North Carolina State and Emory University have developed a thinner-than-microscopic protective layer called nano-coating, that can be applied to almost any surface. It kills 99.9% of most microbes through a chemical reaction caused by exposure to visible light. "We can put the coating on hospital furniture, on drapes - the potential is vast," says Tom Roberg, CEO of LaamScience, the company developing the technology. If all goes as planned, nano-coating could be in hospitals as early as this fall.

Are You Ready?



is Coming Soon

Winter is coming. By now you are in the process of winterizing your building and checking to make sure snow removal will be available on a moments notice. More than likely, the sprinkler system has been winterized and you've had mums planted outside your building to make it look nice for the fall, but leaves and other **debris have clogged your drains. This can raise the water level on your roof increasing the weight your roof can't handle.**

Did you order extra ceiling tiles for the coming winter? You see, your roof has been busy since spring, leaks can take a while before they appear inside your building. Usually, the roof just traps the **moisture beneath the roof's surface inside the insulation until the temperature swings associated with the winter will rip the roof open, and then it is too late.**

So, don't forget the extra tiles; you'll need them or you can call Pfister Roofing to schedule a winter Preventive Maintenance inspection. As part of our inspection, **we'll make minor repairs and perform housekeeping. Most importantly, we'll provide you with an inspection report that will identify small problems before they become major problems.** We'll also provide you with a quote to repair the problem.

So, you can either stock up on ceiling tiles or make the smart choice and call Pfister Roofing before winter sets in. We are ready now or this winter after your roof fails. The choice is yours.

A "Feel" for Robotic Surgery

Using medical robots for minimally invasive procedures from heart to prostate surgery has improved patients' recovery times as well as surgeons' precision. However, a common complaint of docs learning the techniques is the lack of sensitivity, or "feel," in the fingers that they had when wielding a scalpel.

A new solution called electronic skin is being developed at the University of Nebraska. When the thin-film sensor touches a surface, such as tissue inside the body, it "reads" the texture and activates transducers on the surgeon's glove to give the sensation of touch. This may improve the outcome of minimally invasive surgery by detecting cancerous tissue in the GI tract and calcification in the arteries early on.

Skin Cancer Survivor

Thomas May should be dead. After seven years with melanoma, just about everyone is. But May, 41, is quite alive, it is his cancer that has died, thanks to an experimental gene therapy. Steven A. Rosenberg, MD, chief of surgery at the National Cancer Center Institute in Bethesda, Maryland, took some of May's own white blood cells and gave them a new gene that improves their ability to spot and kill cancer. He then injected the souped-up white cells back into May. The altered cells became melanoma's worst nightmare, and May was soon declared disease free. Since the therapy is targeted specifically to melanoma cells. May had none of the usual side effects, such as nausea and hair loss. "It's the first gene manipulation that can successfully treat a cancer," says Dr. Rosenberg. Most people in the study weren't so lucky, but Dr. Rosenberg is improving the technique and broadening its application to other cancers.



What's New & Exciting at Pfister? Our Droning Program!

Our droning program is in full swing! Marcus Irving will be heading the drone program. Our drone technology will bring the deficiencies in your roof directly to your desk at a minimal cost, and it will point out if your tenant is not living up to your triple net lease arrangement.



Let Us Drone Your Building!

Pfister Maintenance has created a new division that utilizes drone technology to perform in-depth roof inspections for new and existing customers. Our **Eye In The Sky Program** will enable you to make more informed decisions regarding roof budgets and help you plan repairs.

By using drone technology and information collected, roof repairs can be made surgically, without the tremendous expense of replacing the entire roof.

This can save you a tremendous AMOUNT OF MONEY!

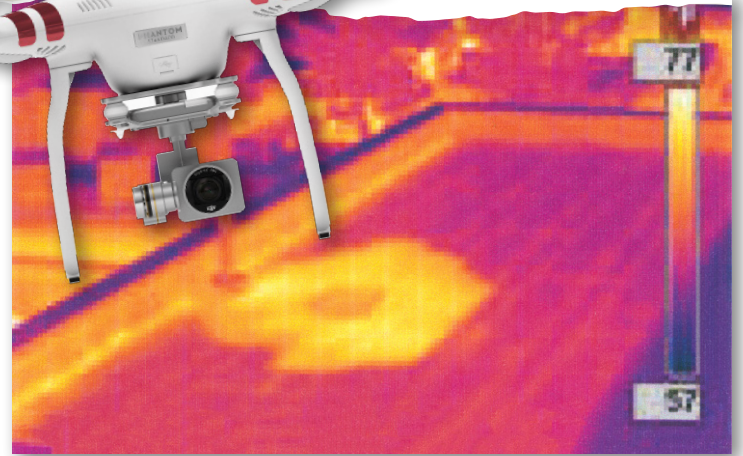
Identify potential hazards before they become COSTLY EMERGENCIES!

Stop Leaks Before They Start!

Call us day or night.

1.800.367.2207

Our staff is always there when you need them.



This drone photo using our infrared scan clearly shows the penetration of moisture which is represented in the color changes across the roof from dark to glowing red.

This roof must be removed down to the deck, inspected for corrosion, and repaired before a new roof can be installed.

“Eye In The Sky” Infrared Technology

Let us help you identify potential hazards before they become costly emergencies.

Pfister Maintenance uses infrared technology to survey the roofs surface with ease and speed. This technology allows us look inside the roof assembly to identify potential hazards that could affect the integrity of the roof membrane and rooftop equipment. Our drone collects the information from your roof to identify wet areas of the roof and insulation. This process helps determine the roof removal costs before re-roofing, which can affect the overall price by as much as 30%-40%, up or down.

Roofing Innovation **Since 1889**

From Opa's Kitchen



*Tested & Approved
by Opa Pfisterer.*

Pumpkin Crunch Delight

2 Cups Pumpkin (1) 15 oz. Can
1 Can Evaporated Milk
1 1/2 Cups Sugar
3 Eggs
2 Teaspoons Cinnamon
2 Teaspoons Nutmeg
1/2 Teaspoon Salt
1 Package Yellow Moist Cake Mix
1 Cup Chopped Pecans
1 Cup Melted Butter

Mix first 7 ingredients. Place in 9" x 13" pan. Sprinkle cake mix on top. Sprinkle nuts over cake mix. Pour melted butter over nuts and cake mix. Bake at 350° for 55 minutes.

Cheese Delight

30 Ritz Crackers
1/4 Cup Melted Butter
6 Slices Bacon
1/2 Cup Chopped Onions
8 oz. Shredded Swiss Cheese
8 oz. Shredded Cheddar Cheese
Salt & Pepper to Taste
2 Eggs
3/4 Cup Sour Cream

Mash crackers very fine and melt butter. Mix crackers and butter. Spread mixture in 9" x 12" pan. Cook bacon. Break bacon into small pieces. Sauté onions. Combine cheeses and sour cream with bacon, onions, eggs, salt and pepper. Spread over cracker mixture in pan. Bake at 350° for 30 minutes.



Repair Department

Our repair department is standing by
24 hours a day, 7 days a week to help
our customers in any emergency just call

1.800.367.2207



"...I haven't seen any water, but I know
it is leaking because I can hear it..."