

Plumbing ❖ Heating & Cooling ❖ Back-up Generators ❖ Electrical ❖ Oil & Propane Delivery

A Letter from the Management Team

100 Years and Going Strong

As we celebrate 100 years of serving customers we are taking the opportunity to look back and look forward. We celebrate the legacy and values Herbert Basset McClure exhibited and passed down through the generations of his family. His imprint through not only founding the company, but adding new technologies, products and services to meet our customers' needs has been integral in our growth over the past 100 years.

For those who have known the many faces of H.B. McClure, they'll tell you that while the services and technologies may have changed over the years the core of H.B. McClure remains the same.

1914
TRUST-QUALITY-VALUE
2014



Robert McClure and Bob Whalen

As we look forward, we commit to our customers to continue to be a trusted partner, perform quality work, provide value, and supply enduring customer-centric service to keep your family safe, warm and comfortable for another 100 years.

Warmly,

Robert McClure and Bob Whalen

Ask the Expert



Q: What are the reasons I should have a service contract?

A: Peace of mind and savings! Our Gold Shield Contracts are like insurance for your heating and cooling systems. A contract can help protect you from unexpected equipment failures, expensive repairs and high call-out fees.



Our affordable, flexible plans are designed to stop problems before they start and keep systems at peak efficiency – reducing your utility bills too.

It's easy to sign-up. Enroll now!

Online: <http://www.hbmccclure.com/residential-gold-shield-contracts.asp>

Call: 232-4328

Customer Comments

Two technicians cleaned out all the vents in my house. They were there all day, and the amount of dirt was incredible. I hadn't cleaned the vents since I moved here in 2004.

They did an excellent job! The technicians were prompt, professional, and very knowledgeable. They went to work right away and completed the job just before I got home from work. Though the price seems high, I feel it is very fair and reasonable for the work of 2 men being at my house nearly all day. I do believe that "you get what you pay for." I will definitely use H.B. McClure again in the future!

Helen G., Harrisburg

Angie's list

Angie's list.

Angie's list.

2013
**SUPER
SERVICE
AWARD**

My A/C compressor had worn out over time.

Everything went very smoothly. I reside in another state and needed emergency service for my property in Harrisburg. H.B. McClure responded back within minutes of a late night phone call. Matt was there the next morning to check out the problem. He kept me updated all along the way while he was there with the unit. Matt gave a very clear description of the problem. My A/C was up & running shortly afterwards. Thank you Matt!

Leisa R., Arlington, VA

Angie's list

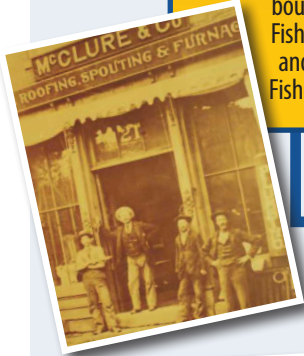
100 Years of Trust, Quality and Value

1914

Herbert Basset McClure bought into Fisher Stoves and formed Fisher McClure

When people think of H.B. McClure today, they often think of the company as central Pennsylvania's most trusted HVAC contractor offering a wide range of services from propane delivery to commercial service and everything in between.

Most people don't know the roots of H.B. McClure: the small family business that bartered household items as partial payment but continually added new technologies and services that resulted in the company becoming the known market leader that it is today.



1931

Articles of incorporation for H.B. McClure
Office moved to 1515 Derry Street

In 1910 Herbert Bassett McClure (1889-1963), for whom H.B. McClure is named, moved to Harrisburg from Wooster, Ohio. He had experience there working in the family business of sheet metal, plumbing, and tinning. Upon his arrival, Herbert McClure started working for Fisher Brothers located on 4th Street in Harrisburg.

Herbert then married Florence Fisher whose uncle Curtis was a partner in Fisher Brothers. Together, Herbert and Curtis formed Fisher McClure in 1914, a company whose services included plumbing, boiler installations and outhouses.



1946

Bill McClure Sr. started -
6 total employees

1969

Bill McClure Jr.
started - 21 employees



1973

1st residential
geothermal installation

Through the McClure family's hard work and vision the firm grew as it was passed down 3 generations. It has thrived and grown year after year, sometimes as much as 20% even during recessions. It has offered training, education, management opportunities and secure employment for hundreds of central Pennsylvanians.

1978

Adopted distinctive Blue
& Gold truck paint scheme

1979

1st off-site warehouse
located at 17th & Chestnut

Herbert officially incorporated H.B. McClure Company in 1931. At that time, H.B. McClure Company was principally involved in the "sales, installation, and service of oil heating equipment." Herbert also had an affiliation with Electrol heating products which was one of the better boiler/furnace combinations available at that time. This paved the way for what became tradition at H.B. McClure – the early adoption of high-quality products designed to improve a homeowner's quality of life. H.B. McClure continues to be an early adopter of technology and was the first HVAC contractor to become proficient with geothermal technology during the oil embargo of the 1970s.



1984

Robert F. McClure
started - 50 employees



H.B. McClure was located at the 1515 Derry Street facility until 1999 when the current building was purchased. Since 1931, H.B. McClure has only had two corporate offices. Longevity and stability are key themes for H.B. McClure, a fact that is appreciated by employees, customers and vendors alike. Few companies in central Pennsylvania, particularly in the HVAC industry, can speak to the longevity and stability offered by H.B. McClure.

1990

Moved warehouse to
7th and Graham Street

1999

Consolidated office and
warehouse to current
80,000 sq/ft location at
South 17th Street

2008

Bob Whalen
started - 190 employees

2014

100 Year Anniversary
(225 employees)



Save with these specials from H.B. McClure

Go to www.hbmccclure.com or call for details

h.b. mcclure company Employee Owned
Trust, Quality, Value... since 1914

FREE
10-year Parts and Labor Warranty
on Qualifying Purchases of
Amana
Equipment



Offer valid for residential work within our delivery area. Prior sales and new construction projects excluded. Coupon must be presented at time of payment and may not be combined with other offers. Coupon expires 5/31/14.

h.b. mcclure company Employee Owned
Trust, Quality, Value... since 1914

Up To **\$1700**
Rebate
on Qualifying Purchases of
Lennox
Equipment



Offer valid for residential work within our delivery area. Prior sales and new construction projects excluded. Coupon must be presented at time of payment and may not be combined with other offers. Coupon expires 5/31/14.

h.b. mcclure company Employee Owned
Trust, Quality, Value... since 1914

6-months
No Interest
Financing
on Qualifying Purchases



Offer valid for residential work within our delivery area. Prior sales and new construction projects excluded. Coupon must be presented at time of payment and may not be combined with other offers. Coupon expires 5/31/14.

Home and Cooling System Preparation

4 Tips to Get Ready for Warm Weather

1 Tune-up Your Air Conditioning System

Schedule your annual tune-up by a trained H.B. McClure Service Expert to ensure your system will run reliably at peak efficiency this year.

2 Upgrade Your Equipment

If your system is below mid-70% for efficiency it is time to consider upgrading your equipment to reduce your energy bills. Get free estimates by a H.B. McClure Service Expert for your equipment upgrades. 0% financing available.

3 Avoid Unexpected Home Repair Costs with a Gold Shield Contract

By signing up for a Gold Shield Contract with H.B. McClure you can count on:

- Annual system tune-up
- Priority service and preferential scheduling benefits
- 10% off on all repairs

4 Make Your Home Energy Efficient

- Turn up the thermostat to 76 degrees Fahrenheit in the summer
- Close the blinds during the day to keep out the bright day sun, and open the windows at night to let in the cooler air in the summer
- Caulk and place weather stripping on doors and windows that leak air
- Add attic insulation if needed



Celebrate With Us at the Harrisburg Senators Game!



Join us to celebrate H.B. McClure's 100th anniversary with the Harrisburg Senators on 4/27/14.

Go to www.hbmccclure.com/senators to sign-up for a **Buy One Get One Free** special offer for the day.

1914
TRUST-QUALITY-VALUE
2014



Trust, Quality, Value... since 1914

Main Office Address:

600 South 17th Street, Harrisburg, PA 17104

Harrisburg 717-232-4328

Carlisle 717-243-9011

Hershey 717-534-2661

York 717-845-4328

www.hbmccclure.com

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In This Cooling Issue 2014:

- President's Message
- Ask the Expert
- Customer Testimonials
- 100 Year Anniversary
- Coupon Specials
- 4 Tips To Get Ready for Warm Weather
- Join Us At A Senators Game
- Anniversary Word Search

Anniversary Word Search Puzzle

Enjoy this 100 Year Anniversary themed word search with family and friends! Circle the letters individually of each word you find. Some letters appear in more than one word. When all the words have been found a bonus word (seven letters) is formed from the unused letters starting at the top left, and going left to right, top to bottom.



Air Conditions
Anniversary
Carlisle
Family
Five
Generations
Geothermal

Grows
Harrisburg
H B McClure
Heating
Help
Hershey
HVAC

Legacy
Oil
Past
Plumbing
Propane
Quality
Safe

Trust
Value
Warm
Year
York

Bonus Word: _____

A	I	R	C	O	N	D	I	T	I	O	N	S
H	N	S	T	S	A	P	R	O	P	A	N	E
B	V	N	G	R	O	W	S	K	R	O	Y	H
M	L	A	I	F	I	V	E	A	I	E	E	A
C	E	S	C	V	A	H	E	T	P	L	L	R
C	G	A	R	L	E	Y	A	L	P	F	S	R
L	A	F	U	A	T	R	U	S	T	A	I	I
U	C	E	T	I	E	M	S	V	I	M	L	S
R	Y	I	L	N	B	M	R	A	W	I	R	B
E	N	A	E	I	O	I	L	C	R	L	A	U
G	U	G	N	H	E	R	S	H	E	Y	C	R
Q	E	G	L	A	M	R	E	H	T	O	E	G