

EMPLOYEE OWNED

HBMcCLURE

TRUST. QUALITY. VALUE... SINCE 1914.

connections

Keeping Cool Issue 2016

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

A Letter from the Management Team

Growing to better serve you!

Thank you for your continued business! As you know, HB McClure is well known throughout the central Pennsylvania region for having one of the most diverse service offerings when it comes to heating, cooling, plumbing, electrical, propane, fuel oil, home comfort and more.

We continue to acquire companies and enhance our already substantial market position as we maintain our 100% employee-owned structure. We are consistently focused on a controlled growth strategy that is concentrated on helping us better serve our clients. This allows us to provide clients better services, more responsive service and installations, broader geography, and increased buying power. Our motivated and engaged employee-owners continue to offer clients responsive, quality service.

We are proud to update you on the latest happenings at HB McClure. In this newsletter issue we also share tips on how to stay cool and save energy, tips to know when you need to upgrade your equipment or get your water tested, and the benefits of a new, energy efficiency cooling or heating system for your home.

Today, our blue and gold trucks travel our region every day to see that your comfort is assured. We are always at the ready and we look forward to serving you again.

Warmly,

Bob McClure and Bob Whalen

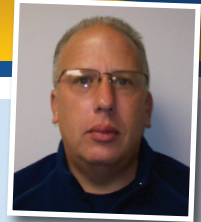
HB McClure continues to "look for strategic acquisitions that will enhance HB McClure's ability to provide best-in-class service," said Robert Whalen, President of HB McClure.



Robert McClure and Bob Whalen

Ask the Expert

Propane



Mike Bates,
Propane Driver

Q: What should my neighbors or I consider if we are considering switching propane providers?

A: Price matters, but so do the added benefits and fees. It's important to understand and ask questions about the per gallon price, tank ownership vs. leased, price protection programs, delivery charges, equipment service and maintenance, and so on.

We want to protect you from additional costs, hidden fees and headaches in the long run by being equipped with all the information and questions up-front.



Schedule a delivery today – call
717-232-4328

or order online:

hbmccclure.com/lowpropane

4 Tips to Shock the Electric Company this Summer!

This summer, "shock" your electric company by cutting back on your energy usage! Here are some easy ways to beat the heat and keep money in your pocket!

On bright, sunny days keep the lights off! Rely more on natural light by decorating your home with light-colored curtains that will let light enter a room while blocking some of the sun's rays!



Clean the lint filter in the dryer after each use. Dry heavy and light fabrics separately and don't add wet items to a load that's already partly dry. If available, use the moisture sensor setting (often called Normal).



Running the stove or oven not only uses energy, but it will warm your house a few degrees. **Take your cooking outdoors** and grill more meals outdoors!



You can also shock the electric company by maintaining your AC unit with a tune-up! This **routine service can save up to 10% on energy costs!** Call us today to schedule your Gold Shield system tune up!



Go Green, Save Money



Fujitsu Mini-splits

"Going green" has never been easier, and HB McClure can guide you to the right choices for your home. We offer products that give you noticeable savings on your utility bills, while allowing you to enjoy a greener lifestyle.

We're pros when it comes to "green" choices and we will help you decide the best system for your home that will fit your budget and lifestyle needs.

Mini-splits have been growing in popularity. They offer:

- Quiet operation
- Ductless systems can be "zoned" to heat and cool individual rooms = Monthly energy savings
- Each zone has its own thermostat
- No energy loss due to duct work
- Small size allows you flexibility - Wall mounted, floor mounted and ceiling suspended systems

HB McClure is now a registered Fujitsu Elite contractor

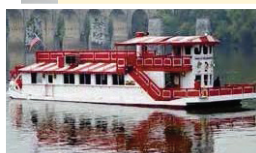


Fujitsu Halcyon systems that have been installed by an Elite Contractor and the online Product Registration[^] has been submitted have a 12-Year Parts and Compressor warranty. For more details, see Halcyon Warranty Statement.

*12-Year Warranties exclude: R22 models, IAQ models, ASU30RLX, ABU18RLX, ABU24RLX, ABU36RLX, AUU18RLX, AUU24RLX, AUU36RLX, AUU42RLX, AOU18RLX, AOU24RLX, AOU30RLX, AOU36RLX, AOU42RLX

[^]Residents of California and Quebec are not required to register the System in order to obtain all of the rights and remedies applicable to this Limited Warranty.

HB McClure Named Runner-Up in Fujitsu Halcyon Contest



Awarded for their HVAC work done aboard the Pride of the Susquehanna Riverboat.

<http://hbmccclure.com/fujitsu/>

Visit our website for more information:
hbmccclure.com/minisplit

Call today for a free estimate: 717-232-4328



SIGNS

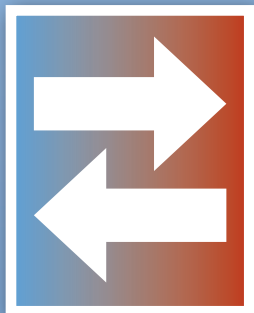
It's Time to Upgrade Your Equipment

Is it time to end your troubled relationship with your old heating or cooling system? Here are 5 signs you and your HVAC system need to move on! If your system is older than 15 years, begin researching new systems as soon as possible. Ensure your home and family will be safe and comfortable all

year. **Plus, you could save up to 10-40% on your heating and cooling costs!**

Besides the age of your system, here are the top signs you should upgrade your heating and cooling equipment:

Uneven heating or cooling throughout your home



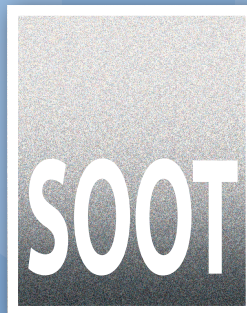
There's a delay between turning system on and feeling the heat or cool



Rising energy costs



Obvious signs of soot



Noisy heating or air conditioning system



Hard water can create costly breakdowns in water heaters, dishwashers, boilers, and clothes washers. It can be identified by lack of suds formation, or lime-scale build up on plumbing fixtures and in coffee makers.

Benefits of softening hard water:

- Feels better on your skin
- Reduces various expenses such as:
 - Soaps and cleaners (up to 70% per year)
 - Hot water heating (up to 27% per year)
 - Fabric replacements (linens last up to 30% longer)

You feel better, your dishes, skin and fabrics look better and your costs go down.

Get Your Home Tested



for Hard Water

Soft water feels better on your skin and aids in cleaning

Our Technicians and Sales Team will provide a test-strip hard water check for free – ask them for one today!

Visit our website for more information:
hbmccclure.com/healthyH2O
Call today for a free test: 717-232-4328

Customer Comments

"Kara was very good at explaining service plan options and was able to answer all of my questions. Tech was very prompt, courteous and helpful with explaining to me what was done."

– John R. – Palmyra

"Your guy did a terrific job for us. He was respectful, courteous and professional. We were very pleased with his help. This was a service that was well done. Please let him know how well pleased we were with his service. He even put on cloth booties before entering our home. We appreciated that very much."

– Ed K. – Mechanicsburg

"I've used HB McClure for over thirty years now. Always quick to respond, excellent employees... simply the best."

– John D. – Carlisle

Word Search Puzzle

Enjoy this 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. Write the letters below, starting at the top left, going left to right, top to bottom.

Looking Forward to Spring

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

Allergy Proof
 Blooming
 Buds
 Conserve
 Daffodils
 Daybreak
 Flowers
 Galoshes
 Gardens
 Green
 Grow
 Hatch
 HEPA Filter
 HVAC
 Leap year
 Light
 Melt
 Nature
 Plow
 Robins
 Seed
 Shed
 Spring
 Summer
 Sunshine
 Tadpole
 Vernal

Bonus Word: _____



4 Ways to Allergy-Proof Your Home

Article information credits to:
<http://www.webmd.com/allergies/features/5-ways-to-beat-spring-allergies>

Keep It Closed

Shut all windows to keep out pollen. Use an air conditioner to cool your home instead of a fan, which draws in air from the outside.



Shoes Off

Take off your shoes at the door and ask guests to do the same. That keeps allergens outside.



No Outdoor Laundry Drying

While it may be tempting to line dry clothes or sheets in warmer weather, don't! They'll collect pollen while hanging outside.

Use HEPA Filters

Clean floors with a vacuum cleaner that has a HEPA (high-efficiency particulate air) filter. These filters trap 99.97% of microscopic particles in the air.



In addition, let the experts at HB clean your ductwork, so you and your family experience improved indoor air quality and energy savings. Here is what you can expect: hbmccclure.com/duct

Call today for a free estimate: **717-232-4328.**

EMPLOYEE OWNED

HBMcCLURE

TRUST. QUALITY. VALUE... SINCE 1914.

Angie's list

Thank you for helping us
achieve Angie's list
Super Service Award for the 6th straight year!

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

PA008485

In This Cooling Issue 2016:

- President's Message
- Propane
- 4 Ways To Shock the Electric Company
- Go Green with Mini-Splits
- Home Water Testing
- 5 Signs It's Time to Upgrade Equipment
- Customer Testimonials
- Word Search
- Allergy-Proof Your Home
- Coupon Specials

EMPLOYEE OWNED

HBMcCLURE

TRUST. QUALITY. VALUE... SINCE 1914.

Receive
Up To

\$1700
In Rebates*
on Qualifying Purchases
of Lennox Equipment



Spring 2016 Consumer Promotion. Offer expires 6/1/2016. *On a qualifying system purchase. Lennox system rebate offers range from \$250 to \$1,700. Some restrictions apply. One offer available per qualifying purchase. See your local Lennox Dealer or www.lennox.com for details. **See dealer for details. © 2016 Lennox Industries Inc. Lennox Dealers include independently owned and operated businesses.

EMPLOYEE OWNED

HBMcCLURE

TRUST. QUALITY. VALUE... SINCE 1914.

30%
Tax Credit
on Geothermal
Systems



2016 is the last year to claim 30% tax credit on Geothermal installations. The most affordable time to upgrade is now. Visit Energy Star to learn more or request an appointment to get started.

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 11/15/16.

EMPLOYEE OWNED

HBMcCLURE

TRUST. QUALITY. VALUE... SINCE 1914.



FREE
Amana
10-Year
Parts & Labor
Warranty

A \$450 VALUE!
on Qualifying Purchases
of Amana Systems

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 5/29/16.

EMPLOYEE OWNED

HBMcCLURE

TRUST. QUALITY. VALUE... SINCE 1914.



10% OFF
Plumbing
Service Call

Offer valid for residential work only. Prior sales excluded. May not be combined with other discount offers. Valid only for work within HB McClure's trading area.