

Trust, Quality, Value... since 1914

Trust your service needs to the most technologically
advanced, responsive fleet in Central Pennsylvania.
24/7/365 – **we'll be there.**



Our History

*Bob Whalen,
President*



*Bob McClure,
CEO/Chairman of the Board*



H.B. McClure has built a reputation of trust, quality and value since 1914.

Delivering on our promises and exceeding customer expectations is not just a philosophy we've built our business on, it's our mission for the future as well.

Our values originate with founder Herbert Bassett McClure, the H.B. in H.B. McClure. Mr. McClure started Modern Utility Plumbing Supply House in 1914. When the depression hit, Mr. McClure invested in a small heating oil and coal stoker furnace company, "The Beaver Company." In 1931, the business was officially incorporated as the H.B. McClure Company.

The success of Mr. McClure's family organization is greatly attributed to the dedication, knowledge, and attitude of the employees who have worked for H.B. McClure Company. H.B. McClure Company is an organization where every employee is considered to be a member of the original family.



Our Mission

Provide comfort, value and complete customer satisfaction through professional design, installation and service; delivered by a dedicated family of knowledgeable, honest and reliable associates.

Case Study

“Thank you for the continued excellent service you have provided us here at the Hershey Country Club.”

Jim Purcell, Director of Maintenance



Hershey® Country Club 

HERSHEY COUNTRY CLUB

EAST • WEST • LIME • SPRING DEER

H.B. McClure Company
Attn: Commercial Service Manager
800 South 17th Street
PO Box 1745
Harrisburg, PA 17105-1745

July 7, 2009

Dear H.B. McClure Commercial Maintenance,

I wanted to take the opportunity to thank you for the excellent service you have provided us at *Hershey® Country Club*. Our facility usually has at least one event scheduled daily, so we can't afford to have any downtime with either our heating or cooling.

We greatly value that someone is always available to answer the phone and provide simple maintenance advice between our quarterly visits. Our building is still fairly new and as much as we would like to believe we have mastered all the idiosyncrasies of the building, it is still nice to be able to bounce our questions off the experts.

During our regular maintenance calls, your technician's attention to detail and professionalism has certainly not gone unnoticed. They have consistently arrived on time and ready to work. Because of our high volume of daily activity, this is a key feature that we look for in a service provider.

We look forward to many years of continued great service from the H.B. McClure Company.

All the best,



Jim Purcell
Director of Maintenance

1000 East Derry Road • Hershey, Pennsylvania 17033 • 717-533-1360 • Fax 717-533-2752

Rich in Tradition Since 1930

Case Study

“Thank you for a job well done...
H.B. McClure truly stands behind
their work.”

Pete Franzosa

Director, Plant Engineering



Carlisle SynTec

CARLISLE

CONSTRUCTION MATERIALS

P.O. Box 1700 | Carlisle, PA 17017 | PH: 825-453-2554 | FAX: 817-245-1003

HB McClure Co.
Attn: Service Manager
PO Box 1745
Harrisburg PA 17105-1745

June 24, 2009

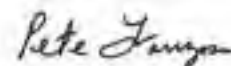
Dear HB McClure,

I would like to take a moment to convey my satisfaction with the work that HB McClure has been doing for us over the last 4 years. In today's world it is not often that I have the opportunity to honestly say "Thank You for a job well done".

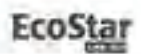
I especially appreciate the way that your service and engineering staff stand behind their products and systems. As you are aware, we have experienced some issues with equipment that was installed by your team. You handled each problem in a timely manner and never once did you try to evade your responsibilities with any of this equipment even though the root cause turned out to be OEM-related. In short, HB McClure truly stands behind their work.

I am confident that we will continue our partnership for the foreseeable future. Please remember that you can always contact me with any problems or concerns. I am optimistic that your summer will be long, hot and profitable.

Warm regards,



Pete Franzosa
Director, Plant Engineering



Case Study

“We recognize excellent service when we see it and that is just what H.B. McClure has been giving us -- Excellent Service.”

*Bill Bowerman, AVP Facilities
Members 1st Federal Credit Union*



Members 1st Federal Credit Union



H.B. McClure Company
Attn: Business Service Manager
PO Box 1745
Harrisburg PA 17105

June 17, 2008

Dear Business Service Manager,

I just wanted to take a moment to personally thank you for the service you have been providing us. At Member's 1st we pride ourselves on the service we offer our members and the fact that we put our members first. We recognize excellent service when we see it and that is just what H.B. McClure has been giving us: Excellent Service.

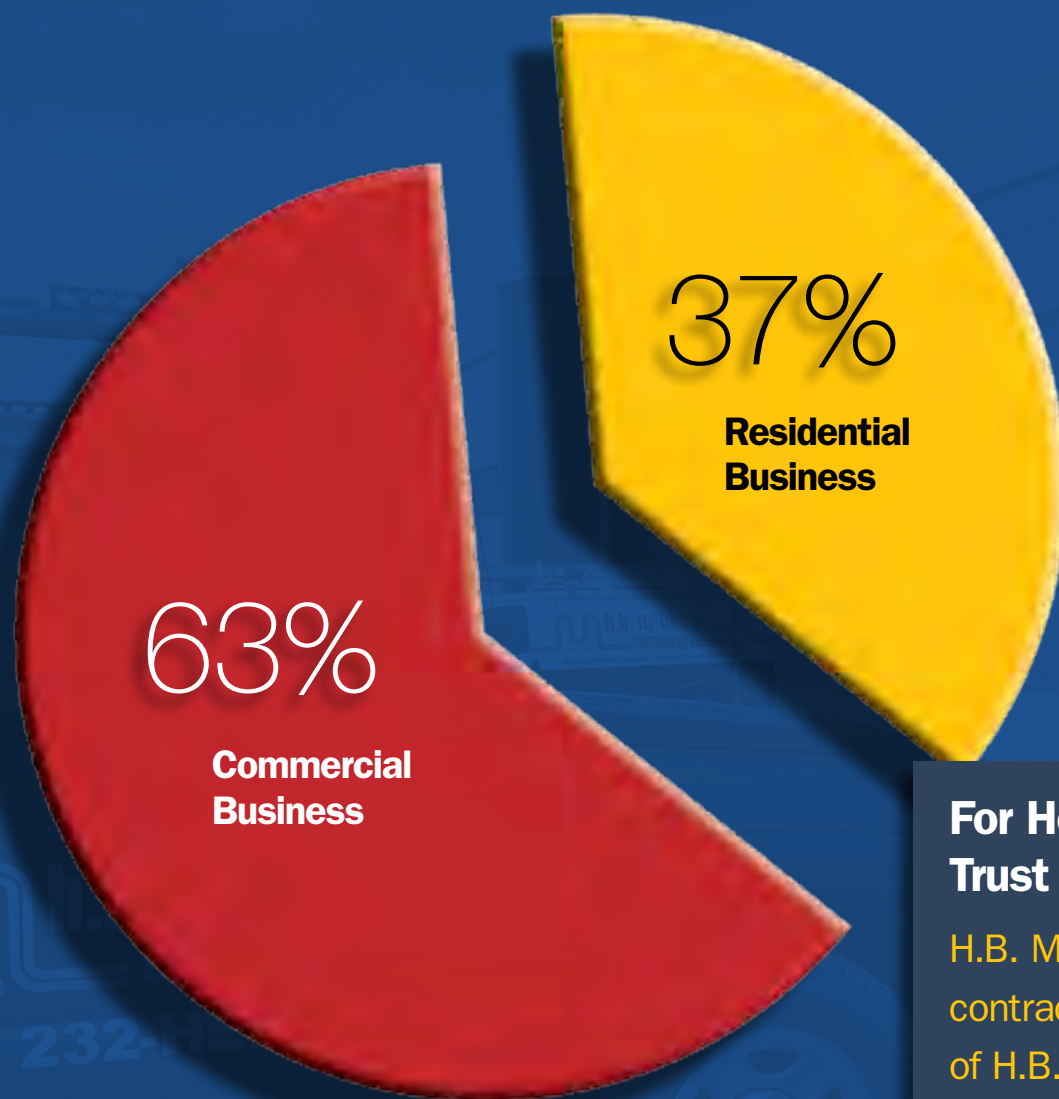
Like any organization that depends on providing services for its customers at their own facilities, Member's 1st needs to present our members with a clean, comfortable environment in which to handle their financial transactions and business dealings. We can ill afford any disruption in our heating and cooling inside our branches. On top of our customers comfort we also house complex computer systems in each location that need to be in a stable environment to continue functioning properly. H.B. McClure has consistently met all of our high expectations.

All of us here at Member's 1st value our relationship with H.B. McClure and hope to see it continue for many years to come. Please feel free to contact me with any questions or issues.

All the best,

Bill Bowerman
AVP Facilities

Home & Business



**For Home... and for Business,
Trust H.B. McClure**

H.B. McClure is more than a residential HVAC contractor or fuel oil supplier. In fact, more than half of H.B.'s business is commercial in nature.

Services

One-Stop Source for All Commercial Service Needs

H.B. McClure saves companies time and money by centralizing responsibility for all mechanical, plumbing and electrical service needs with one, trusted resource. H.B. McClure does more than HVAC. Call on us for plumbing and electrical too!

- Heating/Air Conditioning
- Plumbing
- Electrical Service
- Maintenance Agreements
- Cooling Towers
- Energy Audits/Management
- Engineering Services
- Computer Room Systems
- Chillers
- Building Controls & Zoning
- Boilers – Steam/Hydronic
- Water Conditioning Systems
- Sewer & Water Lines
- Geothermal Systems



Why H.B. McClure?

Trust, Quality, Value... since 1914.

There are other Commercial Service providers.
Here's why you should choose H.B. McClure:

Longevity

H.B. McClure has been in business since 1914. Companies don't succeed this long unless they deliver on their promises, meet expectations and provide value for price.

Full Service

H.B. McClure is a one-stop resource for heating, cooling, plumbing and electrical service. Using one resource for all services decreases costs that might otherwise result from managing multiple partners.

Training

Our technicians receive ongoing service and product training in mechanical, plumbing and electrical systems. All of our account managers have field experience.

Quality

At H.B. McClure, quality means more than professional work done in a neat and timely manner. It means using the highest quality products and materials available, to reduce your costs over the long term.

Technology

Our service vans are equipped with state-of-the-art technology that allows us to quickly diagnose problems, sometimes before we even arrive at your location. Service technicians can access account and equipment histories that are kept at the H.B. McClure office from our vans while they are at your site. This access to historical data often means a cost and time savings for our customers.

Experience

No job is too large or too small for the H.B. McClure Commercial Service team. Each job receives the same level of attention, regardless of size. Our team is equally experienced in maintaining "traditional" HVAC equipment, such as boilers and chillers, as well as high-energy efficient equipment, such as geothermal and solar.

Do I Need PM?



Preventive Maintenance: A Proactive Cost Management Strategy

Preventive Maintenance (PM) keeps mechanical, plumbing and electrical systems operating at peak efficiency. When complex systems are forced to operate daily without proper care, efficiency is reduced and energy costs increase.

Preventive Maintenance:

- Is a proactive cost-containment strategy for companies of all sizes
- Reduces energy costs through ongoing system efficiency
- Prevents expensive emergency equipment service or premature replacements
- Impacts employee productivity through all-season comfort

Compare the costs of each scenario to an ongoing Preventive Maintenance Agreement:

- The cost of regular maintenance vs. emergency break downs or replacement costs
- Lost productivity and increased after-hours service costs due to unplanned equipment failures
- Reduced employee productivity due to uncomfortable working conditions
- Lost employee productivity due to sick buildings

Is Preventive HVAC Maintenance a good investment? **Yes.**

Do I Need PM?

The Rules of HVAC

HVAC Rule #1

All mechanical equipment will eventually need repairs. The question is not if, but how much. Regular PM keeps inevitable costs low, by managing issues when they are affordable, not after they become costly. Properly maintained air conditioning and heating equipment operates more efficiently, and lasts longer.

HVAC Rule #2

The ratio of spending for HVAC systems should be 70 percent Preventive Maintenance and 30 percent corrective maintenance.

HVAC Rule #3

Well-maintained equipment lasts 5-10 years longer than poorly-maintained equipment.

HVAC Rule #4

Reactive maintenance is the most costly way to maintain building HVAC systems.

Is Preventive HVAC Maintenance a good investment? **Yes.**

PM Contract Benefits

Companies with an H.B. McClure Preventive Maintenance Agreement enjoy:

- Lower rates than non-contract customers.
- Top priority in case of an emergency (over non-contract customers).
- Guaranteed same-day emergency response.
- A dedicated team from visit to visit. We strive to maintain consistency with your service technicians. This saves time and expense.
- The ability to budget, thanks to fixed, known costs. While repairs may be necessary, contract customers have a better understanding of the funds needed to maintain their HVAC systems.



Filter Facts

Air Conditioning Filters Matter

Why must we service and replace your air conditioning filters?



Overlooking this simple item is an expensive mistake. A mistake that can be avoided.

Clean air filters are essential for peak HVAC system operation. Air conditioning equipment is designed to operate with a specific quantity of air passing over its indoor coil surface. When filters are not routinely replaced, they clog and become coated with dirt. The indoor coils become coated with dirt as well, thus reducing the amount of air that passes through the unit.

The result? System failure. Expensive repairs. Lost productivity. Unplanned downtime. Premature equipment failure and replacement costs.

Sick buildings – and employees – are another downside. A good air filter maintains the quality of your working environment. Clogged air filters distribute dust, pollen, pollutants and even viruses throughout your entire facility.

Air filter replacement is part of H.B. McClure's Preventive Maintenance Program.

Trust our experience when we say: air filter maintenance is an absolute must.

Filter Facts

Avoid an Expensive Deep Freeze

Why air conditioning freezes and how it hurts your business.



The minute you saw any portion of your HVAC system covered in ice, you knew it was a bad sign. Right? Maybe you didn't know how bad...or how to prevent it from happening.

Water leaking from your ceiling or ice build-up on the air handler and pipes are other signs of an air filter problem. A noticeable decline in cooling capacity is another bad sign.

Your system and filters need attention immediately, before you end up paying the price:

- Permanent damage to the A/C unit
- Costly leaks
- Ruined ceiling tiles
- Structural building damage

Why Does Air Conditioning Freeze?

The number one reason is improper air-filter maintenance. Freezing is a common problem often caused by a lack of air flow across the evaporator coil. Every air conditioning system requires a specific air flow through the evaporator coil when the unit is set for cooling. The evaporator coil needs at least 400 cubic feet per minute of air flow across the evaporator coil per ton of air conditioning. When this is not met, the result is a frozen system. Freezing can also be caused by:

- Collapsed duct work
- Bad blower motor
- Something obstructing the ductwork
- Dirt built up on the evaporator coil
- Low refrigerant charge

A preventive maintenance agreement with H.B. McClure can prevent these costly problems.

Rising Energy Costs

Rising Energy Costs Impact Your Business

Energy costs will increase 30%-40% in 2010. Plan for rising energy costs today. Save later.



Fact:

- Pennsylvania will deregulate energy costs in 2010.
- Energy costs will increase by 30% – 40%.
- Many businesses are unprepared for this increase in costs.
- Cost increases may be added to service and product pricing at a time when raising prices can be difficult – if not impossible.
- Cost increases may be managed through layoffs or cuts that impact quality.

Are these facts your company is prepared to face?

Rising Energy Costs

Rising Energy Costs Can Be Proactively Managed

H.B. McClure has an affordable plan to help you manage future costs.



Preventive mechanical, plumbing and electrical equipment maintenance will help you reduce costs and avoid many of the listed negatives.

Fact:

- Maintaining mechanical equipment ensures operation at peak efficiency. This decreases utility costs.
- Ongoing maintenance creates a proactive relationship that results in energy-saving equipment recommendations.

Experience



York College
Sports Facility



Hoover Business Center, Elizabethtown College



Bent Creek Office Building

Trust, Quality, Value... since 1914



The Jay Group
Lancaster, PA



Cinetic Landis Corporation, Hagerstown MD



Medical Building, Dillsburg PA