



3230 Cumberland Drive
Chamblee, GA 30341
770-457-1211
www.fulbro.com
GA. REG. CN209828



turn to the experts

FINANCING AVAILABLE



PRESORT
FIRST CLASS
U.S. POSTAGE
PAID
MIAMI, FL
PERMIT NO. 4057

© Medagelco, Inc. 17-MIN3032520-019869



The Home Comfort Report

Spring 2017

We're Celebrating 50 Years of Comfort!

This year marks the 50th year that **Ful-Bro Heating and Air Conditioning, Inc.** has been in business in the Atlanta area. We are extremely excited and utterly proud of reaching this milestone. The foundation of this achievement lies solely on our loyal customers, and our devoted and dedicated employees. All of us at Ful-Bro want to say "THANK YOU" to all of our customers for allowing us to provide you with quality, hassle-free HVAC services for the past 50 years. We are grateful and humbled that you have allowed us into your homes, and we look forward to the next 50!

We are also grateful for our Ful-Bro family and know that we can only be as good as our people. We have highlighted some of the pioneers that built the company in the early years and are responsible for where we are today. We are appreciative and thankful for everyone's years of service and dedication to the success of Ful-Bro.

The Pioneers of Ful-Bro:

- **Tom Fuller** (the 'Ful' in Ful-Bro) and **Rufus Bross** (the 'Bro' in Ful-Bro) started the company in 1967 as Georgia Power Heat Pump specialists. Tom worked for over 30 years and instilled the "do the job right" foundation that the company still practices today.
- **Rob Neely** bought out Bross in 1970 and was still working a part-time schedule in 2015 at the time of his death. As the company's engineer, Rob quickly became a leader to everyone. His strong customer service attitude and his expertise of heating and air conditioning has certainly influenced the company to be what it is today.
- **Don Donaldson** (aka "Hoot") started in 1970 and worked at the company until his death in 2003. Hoot was the Service Manager and the company's top technician for many years. Customer service always came first with Hoot and his dedication, technical expertise, and positive attitude still live on today.
- **Joy Cook** started with Ful-Bro in 1971 as the company's bookkeeper. She maintained that position through 2007 and not only fulfilled her duties well, but also acted as a mother figure to the entire Ful-Bro family. Her inspiration and guidance has kept the company running strong for many years.
- **Judy Collier** began her career with Ful-Bro in 1991 as a retail sales person. As a woman, she endured many challenges in a male-dominated industry. She was the only sales woman in the industry for many years. Later in her career she became the company's service dispatcher and customer service manager until she retired in 2015.



Take advantage of these great offers!

SAVE UP TO
\$1,350
On a New Carrier® System
Rebate savings range from \$0 to \$1,350 depending on equipment purchased. Cannot be combined with any other offer. Please present coupon at time of service. See dealer for details. Expires 5/31/2017.

SAVE NOW
\$50 off
Carrier CÔR Wi-Fi Thermostat
Cannot be combined with any other offer. Please present coupon at time of service. See dealer for details. Expires 6/30/2017.

SAVE NOW
\$20 off
a Service Call
Cannot be combined with any other offer. Must present coupon at time of service. Expires 6/30/17.

SAVE NOW
\$184
Preferred Maintenance Agreement
Includes 2 visits per year for one system. \$50 for each additional system. Cannot be combined with any other offer. Must present coupon at time of service. Expires 6/30/17.



Financing Available on Replacement Systems
0% for up to 60 months
on some models, with approved credit. Check out our website for details.

3230 Cumberland Drive • Chamblee, GA 30341 • 770-457-1211 • www.fulbro.com

3230 Cumberland Drive • Chamblee, GA 30341 • 770-457-1211 • www.fulbro.com

The Truth About Pets and Indoor Air Quality

We love our pets, don't we? But sometimes, pets can rub us the wrong way – literally!

Most pets produce *dander* — tiny, microscopic flecks of skin and proteins shed by cats, dogs, birds, and other animals with fur or feathers. Dander can cause reactions in people who are specifically sensitive to these allergy triggers – also called *allergens*.

Roughly twice as many people report allergies to cats as compared to dogs. (Cats are kept as pets in 27% of homes in the United States; dogs in 32%). Research shows that male cats produce less allergens than female cats, but the reasons why are unclear.

Did you know that there's no such thing as a non-allergenic dog or cat? Shorthaired or hairless animals contribute dander and allergens to indoor air pollution just as the same as longhaired animals do because they carry allergens from other sources, like dust.

Short of getting rid of your beloved pet, what can you do? You'll be glad to know

that at we have some great solutions to indoor pet pollution. New air cleaners can remove bacteria, pollen, animal dander and pollutants as small as .01 *microns*. Other products such as ventilators, UV lamps, air purifiers and media filters can also improve your indoor air quality. These products can really help.

Plus, consistent maintenance and replacement of your filter is important. System filters help remove dust, floating particles, allergens and other contaminants that are in the air in your home. We can show you what type of filter is best for you.

No matter what your needs or budget, Ful-Bro can help you select the best approach for improving your indoor comfort.

Don't wait another day – call us today!



What Are You Doing About Annual System Maintenance?

Did you know that regular inspections of your heating and cooling system keeps your energy bills in check, prevents serious safety hazards, protects you from costly out-of-pocket expenses and provides a number of other benefits? That's why at Ful-Bro Heating and Air Conditioning, we offer Preferred Maintenance Agreements.

Routine maintenance helps keep your systems operating reliably and enhances their total performance. Our NATE certified and factory trained technicians come to your home on a regular basis to test, inspect, clean and calibrate vital system components. Regular maintenance can locate small problems before they progress into serious issues.

Ful-Bro Heating and Air Conditioning Preferred Maintenance Agreement

- Will provide two complete visits per year complete with a precision tune-up, cleaning, and adjustment of your cooling and heating system.
- 10% discount on equipment repairs
- Priority scheduling for any type of service call

BONUS: Ability to transfer the contract to a new owner or your new home.

Here Are Some Additional Benefits:

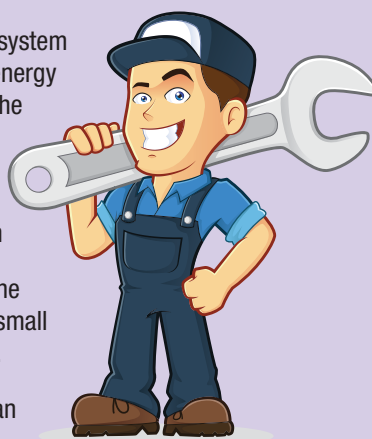
LOWER UTILITY BILLS - Keeping your system clean and in good repair helps reduce energy bills. Even minor buildup can increase the system's energy use, like dirt on your air conditioner's condenser coil. Cleaning the condenser coil will be done during the spring visit of your plan

REDUCE REPAIR EXPENSES - During the inspection, technician can identify any small problems before they become big ones.

LONGER EQUIPMENT LIFE — Just like an automobile, regular maintenance helps extend equipment life. And since your system cycles on and off all day long, it puts a tremendous amount of strain and stress on the system. Routine maintenance can make sure that your equipment can handle the loads, day in and day out.

A SAFER HOME — Your system has various moving parts that use electricity and sometimes fuel. Your heating system operates at temperatures that pose a fire hazard if not maintained. Carbon monoxide is also something to be aware of that regular system maintenance will help catch and correct any potential safety issues. Furnace venting systems are checked during the Fall inspection of your maintenance plan.

Contact Ful-Bro Heating and Air today to learn more about our exclusive Preferred Maintenance Agreement!



Employee Spotlight

In celebration of our 50th Anniversary year, we want to honor a few of our long time employees that have been with the company for many years. These individuals have truly been instrumental in the company's success and have been the foundation of Ful-Bro for many years. Each have their own unique qualities and are experts in their field. Ful-Bro thanks each of you for your many years of dedicated and loyal service to the company.

ARTHUR WOODY has been with Ful-Bro since 1975 and has been our lead mechanic and installer. He knows how to do the job right and has always been one of the most reliable and dedicated employees Ful-Bro has ever had. Art and his wife Kim have 2 kids and 7 grandkids. Outside of work he loves spending time with his grandchildren.



TOM REUSTLE has been with Ful-Bro since 1973 and has been our top service technician for many years. Always a customer favorite, Tom can fix anything and now has the responsibility of training all of our young technicians. Tom is married to Lynn and has one daughter, and aside from spending time with them, he spends any spare time he gets fishing.



JIM SEWELL has been with Ful-Bro officially since 1991 as our top commercial salesman. But in his early years Jim helped Ful-Bro get started as a Westinghouse dealer in 1967, when he was a salesman for Associated Equipment. He worked closely with Tom, Rufus and Rob as they got the business started. He has sold millions of dollars of commercial jobs that have been the lifeblood of Ful-Bro for many years. Jim and his wife, Sudie, have 2 daughters and 4 grandkids. Jim enjoys his time with his grandchildren and walking on the beach at Hilton Head where he now lives.



PAT BENTON has been with Ful-Bro since 1987 and has had many roles at the company throughout his career. He took over for Tom Fuller in 2003 and has run the day-to-day operations of the company since 2010. Pat's wife, Tracie, is Ful-Bro's current office manager. They have 3 kids and 2 grandchildren, and their son Kyle is now starting his career with the company as a service technician. Outside of work, Pat enjoys rebuilding cars, and coaching baseball.



JOEL SMOLINSKI has been with Ful-Bro since 1983 and has worked as a sheet metal fabricator. Joel builds ductwork, plenums, sheet metal transitions and can do just about anything with metal. He is the definition of a craftsman and supports all of our commercial and residential jobs when metal fittings, plenums, and ductwork are needed quickly.



What the R-22 Phase-Out Means to Consumers

Ful-Bro Air Conditioning will help consumers go beyond the hype. By considering these facts, air conditioners can go green under recent energy regulations.



1) Servicing Existing Units

There is no EPA requirement to change or convert R-22 units for use with a non-ozone-depleting substitute refrigerant. They can be serviced and the refrigerant topped off. But this is not recommended due to the rising costs.

2) Increasing Cost

The EPA has significantly reduced the amount of R-22 production and has put a cap on production for 2016 through the year 2020 when they will stop producing it all together. The limited supply is already being felt throughout the industry which is forcing the price of it even higher. What this means to home owners and business owners is that the price will continue to rise to levels that will make the cost to repair leaks in aging R-22 systems very costly and in some cases, impractical.

3) Alternatives

Now is the time to consider replacing your AC or heat pump system if you currently have an R-22 system. Carrier offers environmentally friendly Puron – R410A in all of their equipment. Carrier produced the first Puron air conditioner in 1996. Carrier and Ful-Bro have been recommending Puron systems for many years now. Please contact Allen Brunner or speak with your service technician for more information and to find out what they would recommend for you.

What was happening in 1967...

- In 1967 if a house had air conditioning it was most likely a window unit and it was heated with a central gas furnace or a floor furnace. Heating with all electric heat pumps was beginning to grow.

- Average cost of a new house was \$14,250
- Average income per year was \$7,300
- Cost per gallon of gas was \$.33
- At year end the Dow Jones average was 905
- Average cost of a new car was \$2,750

- The 1967 Stingray Corvette cost \$4,250 and it was the last year of the 2nd generation Corvette. Only 22,940 were built

- Cost of a movie ticket was \$1.25
- Minimum wage was \$1.40 per hour

- Most Popular Movies: "Bonnie and Clyde," "Cool Hand Luke," and "The Dirty Dozen"

- Most Popular Songs: "Light my Fire" by the Doors; "I'm a Believer" by the Monkees; "Ruby Tuesday" by the Rolling Stones; "All You Need is Love" by the Beatles.

- US troops grew to almost 500,000 in Vietnam
- The Braves finished 7th out of 10 teams in the NL. Hank Aaron hit 39 home runs and drove in 109 RBI's while hitting .307.

- Ful-Bro opened its doors as a Georgia Power Heat Pump Specialist.

- Central air conditioning in residences was a luxury in Atlanta. But it wasn't long until it became a necessity! Average cost of an air conditioning system was \$1800-\$3,000