

Seminole Electric Cooperative

Case Study: **Seminole Electric Cooperative** Market: **Industrial** Location: **Palatka, FL**

“Since this contract was awarded to Comfort Systems USA, we have seen a distinct level of professionalism and service that reflects well on your company’s capabilities. I would also like to point out that the quality and performance we see from some of your site technicians, estimators, planners, etc. is of the highest regard. I appreciate the positive efforts we have seen thus far and look forward to our continuing relationship with future endeavors throughout the performance of this contract.”

- Malcolm Fabre, Manager of Plant Supply Seminole Electric Cooperative



The Comfort Systems USA—Southeast team was able to secure a contract term for one year and then five years and have already completed an additional \$60,000 in added value work in a matter of four months.

A Closer Look...

When Seminole Electric Cooperative chose a partner to maintain the air system and chillers at their power generation plant in Palatka, FL, they selected Comfort Systems USA-Southeast. The CSUSA team:

- Was sought out by Seminole Electric Cooperative
- Has demonstrated the highest level of quality
- Has provided pre-design work in addition to the maintenance work

Solutions

S.M. Lawrence added energy efficient 20 ton and 30 ton units and one glycol pump station that boosts the performance of Time Warner Telecom’s air conditioning equipment. The crew went above and beyond on this \$398,114 Time Warner Telecom project by completing within project guidelines and displaying excellent customer service.

When Seminole Electric Cooperative was looking for bids on their maintenance contract, they sought out Comfort Systems USA—Southeast, particularly because of the reputation of a CSUSA SE account executive. Comfort Systems USA—Southeast was able to win the business due to the account executive’s reputation for delivering results and at competitive pricing.

The Comfort Systems USA—Southeast crew went above and beyond in securing the Seminole Electric contract. They proved to Seminole Electric Cooperative that they were the ideal partner by completing \$60,000 in additional needed work in just four months and were rewarded with a one year and then five year maintenance contract as well as pre-design work.

Contact us to determine how we can service your business.

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