



National and Regional Service

CHALLENGES

One of the biggest challenges all building owners and operators face pertains to the total mechanical systems of their facilities. These challenges range from making sure the initial design is best suited for their needs, to assuring that proper maintenance is being performed. Making the best decisions for the mechanical systems helps to control ongoing costs, and more importantly, keeps employees and tenants comfortable and productive. This is an incredible responsibility.

Now imagine the importance of making these decisions on a regional or national basis, when it involves hundreds or even thousands of locations. Air Comfort Corporation recognized this overwhelming challenge, and we responded with a solution. In 1987, Air Comfort developed a program to assist our customers whose needs expand beyond the Chicagoland area, thus becoming a premier national provider of HVAC services.

AN INDUSTRY EXPERT

At the time, there were a few providers of national service coordination, but our customers complained that they seemed to lack industry knowledge. As a quality mechanical contractor, Air Comfort is able to assist customers with all their HVAC related decisions, with our own industry-trained personnel. We have the industry knowledge. Not only do we understand the benefits of proper maintenance, we can also handle all of your replacement and repair needs. Our experience allows us to design and install systems that satisfy the long term goals of our clientele, such as reliability, energy efficiency and long equipment life. Additionally, our expertise ensures that maintenance and replacement decisions are also made with our customer's long term goals in mind.



LEADERSHIP IN TECHNOLOGY

TO PROVIDE VALUE

DRIVEN SOLUTIONS



A DEDICATED STAFF

Inherent in coordinating service on a national basis are idiosyncrasies that require special attention. To keep our focus on these specific needs, Air Comfort has assembled a team dedicated to the coordination of service for our national account customers. This team is responsible for:

- Engineering and design needs
- Tailoring preventive maintenance agreements
- Coordinating preventive maintenance inspections
- Selecting contractors
- Dispatching emergency service calls
- Providing consolidated billing and addressing special billing needs
- Negotiating discounted equipment pricing through purchasing agreements

SINGLE SOURCE SOLUTIONS

The Air Comfort team prides itself on the flexibility of being able to tailor our services to the needs of our customers. One phone number to call to reach a dedicated staff, and your headaches begin to disappear. Why deal with hundreds of contractors, thousands of service calls (and their related invoices) and constant reviewing of work orders to see if they have been completed satisfactorily? Let our team focus on these issues so you can focus your attention on your core business. Do what W.W. Grainger, Inc. did, and choose Air Comfort as your national service provider. For Grainger since 1995, we have:

- Designed a prototype heat pump system
- Negotiated very attractive equipment pricing
- Instituted a preventive maintenance program tailored to the needs of their owned and leased facilities
- Helped reduce their overall HVAC expenditures!
- Received the Vendor of the Year Award from Grainger Real Estate Department in 1996 and 1998

So, if you're still curious about what our team can do for you, take note of what Mr. Craig Kozak, Real Estate Project Manager for Grainger has experienced:

“Air Comfort has demonstrated that they truly do have the customer's best interests in mind. Good things can be accomplished when owners and service providers work together as a team to build a program that meets the service, quality and price expectations of the customer.”

THE UNIFIED GROUP — THE KEY

The key to coordinating a quality driven National Service Program is the quality of the personnel in the network. As a founding member of The Unified Group, Air Comfort helped to develop this key ingredient. The Unified Group, which is an alliance of independent contractors, was founded to further the services of the independent contractor committed to providing the highest level of quality service. Our members are carefully selected and are leaders in their fields — the best of the best.

Through this group we are able to offer our national customers unequalled service. Unlike brokerage firms that simply look for the least expensive solutions for your HVAC needs, Air Comfort partners with quality independent contractors to provide the finest service with the highest quality. Within the group are committees which focus their attention on:

Training — Training is the cornerstone of every successful business. From technical training, to dispatch, to customer service, all of our members participate and gain from our ongoing training curriculum. Our customers reap the benefits too, by partnering with companies that stay informed about the latest advancements in our industry.

Purchasing — In our quest to help our customers minimize their costs, Unified Group members use our bulk purchasing power to negotiate better pricing for our customers.

Customer Service — All Unified Group members improve their ability to service their entire customer base by sharing best practices. We

discuss the needs and wants of our customers, and through strategizing, develop solutions to meet those needs.

The Unified Group members share a common bond. We are all committed to providing our customers with quality-driven solutions. The standards of excellence set by the group are second to none.

By working with Air Comfort, backed by The Unified Group, our customers benefit from the knowledge and experience of some of the finest contractors in the country, and yet still enjoy the personal attention and caring of a locally owned HVAC company.

Call Air Comfort today at 800/466-3779 to discuss a custom tailored regional or national agreement.





Air Comfort Corporation was founded in 1935 as an engineering company and equipment distributor for Dr. Willis H. Carrier's air conditioning products.

Our company is now a full-service HVAC provider specializing in a complete range of products and services, including the design and installation of new equipment, retrofits of existing systems, comprehensive maintenance programs and emergency service. Our mission is to provide our customers with outstanding quality, reliability and performance. "Air Comfort—Dedicated to Quality Since 1935."

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SECOND TO NONE