



Tampa Bay Trane  
Southwest Florida Trane

# News

## South Florida Community College



**S**outh Florida Community College in Avon Park, Florida is the most recent Trane customer to execute a Long Term Partnership Agreement with Tampa Bay Trane. The college serves over 12,000 students through three campuses and several off-site centers, including the Highlands, Hardee and Desoto campuses and Lake Placid Center. While most students pursue Liberal Arts studies, SFCC also offers pre-med and pre-law course work.

TBT and SFCC have had a very successful and close working relationship for

over 30 years and almost all of the HVAC equipment and controls on their 80 acre campus is Trane.

Dr. Robert Flores, Director, Remodeling, Renovation and Maintenance was looking for a way to formalize his efforts to make Trane his exclusive HVAC vendor. In the past, Dr. Flores was limited in his efforts to clearly communicate a desire to have only Trane products on each project with his architects and design engineers. Often, these activities produced less than satisfactory results, leaving the institution unable to standardize on operating procedures, spare

parts, and maintenance.

TBT's Long Term Partnership Agreement ensures the College receives consistent competitive pricing for both Trane equipment and Trane controls, extensive product training and a closer working relationship with a team of TBT sales, application and service personnel.

Dr. Flores remarked that the new agreement with TBT eliminates the need for him to be constantly monitoring the specifications and the bidding process on each new project. The Agreement assures him that SFCC and TBT will be working to make each project better.



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