





Coming Up For Air

The weather may be more unpredictable than ever, but **Romec** knows that wherever there is an urgent need for air conditioning equipment, HSS can respond without delay.

THE CHALLENGE

When it comes to air conditioning, there are a number of facts we can all count on: older buildings get hot in hot weather, computer equipment generates quite a lot of heat, and strict health & safety rules apply for employees.

But when it comes to the wider environment, it is difficult to know what to count on. What effects will climate change have? Is spring the new summer? Is August going to be hot and humid, or cool and wet?

Interpreting weather trends and being ready to respond accordingly with the appropriate plant and equipment are skills and abilities essential for any business partner Romec chooses to work with.

THE SOLUTION

Romec, one of the country's leading facilities maintenance businesses, has worked hand-in-hand with HSS for the past ten years.

Royal Mail provides a good example of this partnership approach. Here, we work closely with Romec to meet the needs of their customer by specifying and supplying a range of air conditioning and cooling systems for a wide variety of buildings whenever temperatures approach specified limits.

On Romec's behalf, we carried out an audit of each site, recording its age, position and other relevant data – information that ensures we can meet any request for air cooling equipment with exactly the right products, even at short notice.

We have also increased our stock supplies substantially, so that we can get equipment onsite with minimal delay.

THE BENEFITS

With increasing quantities of electrical equipment in use in buildings all round the UK, the demand for air conditioning and cooling is forecast to grow by around a third year on year. HSS has invested more than £2 million in new stock over the past two years, with more planned for the coming years.

This means companies like Romec can meet their customers' needs, confident in the knowledge that we are ready to support them as those needs arise. We also understand that the people and equipment to be kept cool are frequently business-critical, so speed of response is crucial.

And as 'green' concerns climb up the corporate agenda, we make sure through our own purchasing decisions that we stock the most energy efficient and environmentally friendly products available.