



## Bucking the Tide at Mount Union College

Sometimes Unilux doesn't get specified. Through whatever history of influences, sometimes the engineer on the job names someone else. That didn't stop **Gary Estep of Boiler Specialists, Inc., Cleveland OH**. Even though **Mount Union College, Alliance, OH** had long been a service customer of Boiler Specialists, when it came time to add **Bracy Hall** - a brand new science center to their campus - their engineer named Bryan Steam as the basis of design.

Not stopped by the detailed spec that favored a competitor, Gary turned to Larry and Dean, who worked to match the spec line for line and produce not only the product to match the spec but also the winning bid.

*"The college knew us, knew Gary and knew BSI. They wanted quality and trusted us to provide it." said Rob Johnson, President of Boiler Specialists, Inc., "As always, Larry and Dean knocked themselves out to back their product from specification - even this one that included a complex FireEye lead-lag system - to production to start-up. Quality products backed by quality people makes all the difference."*



Rob and Gary send his thanks to **Jim Friedman of Kauffman Plumbing and Heating of Alliance, OH** for his exceptional professional services during the installation of the **(2) Unilux ZF500W's** with Webster burners.