

# Xtra! Xtra!

## DEFINING THE HVAC LANDSCAPE: XTRA MECHANICAL GOES BIG!

January 1, 2007

Xtra Mechanical Limited is pleased to announce significant expansion through the recent merger with Concept Air System's service division. Customers of both organizations will benefit from overall service enhancements, as the two customer-focused business cultures are combined under the leadership of Dave Irwin, President, and John Mills, Vice President.

The expansion strengthens XTRA's "out-in-front" position in the Canadian HVAC services marketplace, and is a sign of the company's commitment to delivering premier value to customers.

*"Expansion is certainly exciting, but it's really about providing added value to our customers, who will benefit from our continued service excellence, complemented by quicker response times with our now larger fleet of trucks and certified HVAC professionals,"* said Irwin.

### CUSTOMER-FOCUSED SERVICE

Xtra's end-to-end services include HVAC system design, installation and service. The company's team of technicians and managers are certified to the highest industry standards, ensuring customers of consistent safety and best practices during installation, operation and maintenance.

Xtra's success to date is largely due to its customer focus. Recognizing that proximity to service sites is critical, Xtra Mechanical is less than 30 minutes away from hundreds of cities and towns across Canada, 24/7. A trained service representative answers all customer inquiries, to immediately assess and dispatch appropriate services and limit any disruption.

*"Our customers know that when they're dealing with us, they're dealing with professionals. Our associates are top performers, and our ongoing investments in service quality, equipment and asset management IT really define our advantage – and our standards of excellence,"* said Mills.

### CONTINUING MOMENTUM

Looking ahead, XTRA will continue to look for growth opportunities. Customers can count on Xtra as their long-term HVAC service provider, providing Canada's most highly skilled and responsive HVAC solutions every step of the way.



### the >xtra advantage

- ✓ LIVE SERVICE – 24 / 7
- ✓ BEST-IN-CLASS, INDUSTRY-TRAINED TECHNICIANS AND MANAGERS
- ✓ ONGOING INVESTMENT IN TOOLS AND ASSET MANAGEMENT IT
- ✓ NATIONAL SERVICE
- ✓ STOCKED INVENTORY
- ✓ PROVEN COMMITMENT TO CUSTOMERS

### JOIN THE NATION'S HVAC LEADER!

With Xtra's business growth comes an incredible opportunity for 'TOP GUN' HVAC refrigeration mechanics, IT specialists and service personnel. Contact Xtra today about joining our team at [hr@xtramech.com](mailto:hr@xtramech.com).



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