



## MANUFACTURING

### **Garratt-Callahan and Service Partners Build a Reputation for Success – Together**

#### **Problem**

In facilities management and water treatment, as in many endeavors, you're known by the company you keep. This was proven once again recently by Garratt-Callahan and one of its key partners, a facilities management company that, like G-C itself, has been in business for more than a century. The facilities management company serviced a major U.S. submarine base in the Pacific Northwest, which was dividing its water treatment contracting between G-C and a competitor. To save the time it took to deal with two vendors, the base managers decided to consolidate water treatment services with one supplier.

#### **Solution**

By providing superior service and results during a trial and evaluation period, Garratt-Callahan won the water treatment business at the sub base – and boosted its stature in the eyes of the facilities management firm as well.

#### **Results**

Since then, Garratt-Callahan has been awarded contracts by other customers of the facilities management company, including a major U.S. bank.

#### **Conclusion**

Successful partnerships have a way of sustaining both partners: by providing superior service and delivering results to customers.

**Garratt-Callahan: The superior water treatment provider and partner.**