

A LESSON IN SMARTER SOURCING

Choose a partner with all the answers.

▶ BACKGROUND

More Students Are Choosing Community Colleges

Community colleges are thriving as they grow to meet demand for hands-on, local and reasonably priced paths to successful careers. In addition to a building boom, aging infrastructure is teeming with students pursuing their dreams. With electrical systems working beyond their design life, risk of asset failure and unplanned downtime increases

▶ PROBLEM

The Fact that You Can Power Down Doesn't Mean You Can Power Back Up.

Lake Sumter Community College was playing by the rules. They powered down their Fine Arts Center for electrical maintenance. All went well until it was time to power back up. The 1200A main breaker – manufactured in the late '70s or early '80s – failed.

As a result of doing the right thing – maintaining aging equipment – things went terribly wrong. And the timing couldn't be much worse. Says Donald Ball, Lake Sumter's Director of Facilities, "College operations had just started ramping back up after the summer break and as a result a number of events had already been scheduled to begin."

▶ SOLUTION

Go with the Resource that's Accustomed to All-Nighters.

The quickest path to reenergizing was finding an identical Square D PEF2036 breaker with a 1200A plug. That's no easy task for a product four decades out of production – but it's business as usual for Duval. An after-hours call to the Duval emergency hotline put the wheels in motion. Rich Barnum, Duval's Operations Manager, went in at 11:00 pm and found the exact breaker in stock. He hand delivered it, and power was restored before classes began the next morning.

▶ RESULTS

Nobody Knew It Except Facilities.

The impact of Duval's deliver-no-matter-what culture was that there was no impact on student services or schedules. Lake Sumter's electricians received the obsolete part faster than most distributors could deliver the latest model. The freshly maintained Fine Arts Center's electrical system was up and running – ready to power the next 40 years of student performances. Because the Duval team understands, "The show must go on."



Thanks to immediate delivery of this brand-new, decades-old breaker, Lake Sumter students lit up the stage without missing a beat.



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