

## American Hotel Register Keeps it Cool at Southern Virginia University



**W**hen Southern Virginia University was recently faced with the challenge of purchasing a new freezer for its food services area, their first line of contact was to E&I.

Trenton DeSpain, Assistant Controller at Southern Virginia University, reached out to E&I with an urgent request regarding the possibility of purchasing a replacement unit for a large walk-in freezer that had suddenly stopped working. Representatives from E&I quickly put Trenton in touch with American Hotel Register Company, an E&I supplier for hospitality products and services.

American Hotel responded immediately, by providing Trenton with product options and pricing available through the Cooperative's contract. "E&I was a tremendous resource in helping us connect with American Hotel to ultimately find the best deal on what we needed," Trenton explained.

Once the ideal replacement unit was identified, a site visit was scheduled to discuss the installation – a process that was an overall success. "Even when American Hotel encountered a problem removing the old unit, they were still able to meet our timing requirements," Trenton said. "Everyone we worked with was extremely professional and willing to go the extra mile for us. That really made all of the difference."

According to Trenton, Southern Virginia University uses a number of E&I

contracts, and recommends turning to the Cooperative as a time and cost saving resource whenever possible. "E&I is a great organization that can help expand your purchasing capacity and build connections with valuable partners," he said. "The real advantage for us, in our recent experience, is that we established a new relationship with an E&I supplier that helped us maximize our savings."

American Hotel Register Company offers the largest and most comprehensive assortment of hospitality products and services available. The Cooperative's competitively awarded contract includes more than 50,000 quality products in categories ranging from furniture, fixtures and equipment, to small appliances, maintenance supplies, mattresses and more.

### About Us

*E&I Cooperative Services is the member-owned, not-for-profit sourcing cooperative focused on education. Members have access to a diverse portfolio of competitively solicited contracts, electronic procurement platforms and consulting services to help reduce costs and optimize supply chain efficiencies.*

*E&I's competitively awarded contract with American Hotel offers the largest and most comprehensive assortment of hospitality products and services available. To learn more, visit [www.eandi.org](http://www.eandi.org).*