

**A-CORN**  
STAIRLIFTS

**OTIS**

 **handicare**

  
**GARAVENTA**

**tempblue**  
air conditioning

 **DAIKIN**

 **TRANE**

**McQuay**  
Air Conditioning

**ESSCO**

Electric Sales & Service Ltd.

**DOING IT RIGHT THE FIRST TIME!**

**Haier**



  
**OASIS**

*Vinotemp*



**Scotsman**  
Ice Systems

**SUB\*ZERO**

 **WOLF**



OUR VISION FOR THE FUTURE

**OVER 80 YEARS OF SERVICE  
THIS IS OUR PROMISE**

To be the best service provider locally and regionally for the supply, installation and maintenance of air conditioning, elevators and appliances by sustaining customer confidence reinforced by delivering quality systems and solutions on time and on budget.

A handwritten signature in black ink, appearing to read "G. Noel", is centered on the page.

**GEOFFREY NOEL**

**CEO & MANAGING DIRECTOR OF ESSCO**

## COMPANY INFORMATION

<b>Name:</b>	Electric Sales & Service Ltd.
<b>Registered Address:</b>	Clapham Court, Wildey, St. Michael, Barbados
<b>Postal Address:</b>	PO Box 79B, Wildey, St. Michael, Barbados
<b>Telephone:</b>	1 246 537 0790
<b>Fax:</b>	1 246 426 0791
<b>General email:</b>	essco@electricsales.com
<b>Website:</b>	www.esscoonline.com
<b>Date of incorporation:</b>	6th November, 1936
<b>BDS Company #:</b>	1074
<b>VAT Registration #:</b>	1000002795262
<b>Facebook:</b>	Electric Sales & Service Ltd.
<b>Instagram:</b>	@esscobarbados
<b>LinkedIn:</b>	ESSCO Barbados- Electric Sales & Service Ltd.
<b>YouTube:</b>	Essco Barbados

# INTRODUCTION



The company **Electric Sales & Service Ltd.** was incorporated in 1936 by Mr. Lawrence Bancroft and seven small shareholders with a modest capital, engaged in the distribution and service of General Electric products. This was the company's first agency, at a time before electricity was widely available in the island of Barbados, GE is still held today.

During its 80 plus years of operation, the company has seen many changes. The company expanded into heavy earth moving equipment in 1939 with the acquisition of the Caterpillar agency and then Massey–Ferguson in 1945. In 1960 a retail location was established in Bridgetown primarily selling GE appliances. With this new venture, the electrical division was born and growth commenced.

In 1965 the company was sold to USI. (United States Industries), a large American company, and was incorporated under its worldwide umbrella. USI during the 1970's ranked in the top 100 manufacturing companies in the US with sales of over US \$1.5B in 1973.

In 1977 USI decided to pull out of the Caribbean and the company was split into two divisions, mechanical and electrical. The mechanical

division was sold to Plantrac Ltd, a division of Neal & Massy. The electrical division was sold to a local concern and the name **Electric Sales & Service Ltd.** was revived.

The electrical division concentrated on household appliances, air-conditioning, refrigeration and vertical transportation. Today we have continued with these products and many of the product lines still exist such as GE, Otis and Trane.

In 1993 the company was sold to Barbadians who remain to this date as the single largest stake holder.

The company has in recent times focused on the consolidation of its product lines, retraining its staff both in procedure and technical knowledge and in retooling the business for the decades ahead.



Today the company enjoys many excellent associations with only the highest quality suppliers. Many of these relationships go back thirty plus years and this is reinforced by the trust and support received by the company. Our key suppliers and a basic description are:

**AIR CONDITIONING**

The A/C department is very experienced in all types of air conditioning. From the design, pricing, implementation and final commissioning and hand over we have the capability to handle from mini splits to large chilled water projects throughout the Caribbean. ESSCO has a large dealer network of AC systems sellers all based on discounted pricing.

- Trane
- Daikin/McQuay
- Tempblue



**APPLIANCES**

We specialize in the personal touch. Our trained salespersons have much field experience with the various products and with the planning and installation. All projects are coordinated from the beginning with the delivery of detailed cut sheet to ensure that all installations proceed smoothly.

- General Electric
- Sub Zero/Wolf/Cove
- Speed Queen
- Vinotemp/Brama
- Scotsman Ice Systems
- General- Food Service Appliances
- True Refrigeration
- MAXX Cold Refrigeration



We specialize in both domestic and commercial appliances and laundry equipment.



### VERTICAL TRANSPORTATION

We consider ourselves to be the undisputed leader of the market. Our close relationship with our main supplier OTIS and highly trained company employed installers has earned us an excellent reputation in this field.

OTIS has recently appointed ESSCO as the sole distributor for its products in the english speaking Caribbean.

- Otis
- Acorn
- Handicare
- Garaventa
- Matot



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### TOOLS

ESSCO has developed a number of direct relationships with tool manufactures to supply and repair hand, electrical and gasoline powered tools. The range is extensive and due to direct factory drop shipments, the pricing is pricing is very competitive. There is a growing Tool Dealer network being developed to expand our coverage.

- INGCO
- DeWalt



## KEY PROJECTS



### **SANDALS BARBADOS ELEVATORS - 3 PHASES**

**Description:** Supply & Install (13) OTIS Gen 2 lifts

**Owner:** Sandals Resorts Inc

**Consultant / Builder:** Sandals Hotel

**Refer to:** Andre McDonald

**Date Completed:** 2016- 2020

**Phone:** 832 9264

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### **SANDALS BARBADOS AC - PHASE 3**

**Description:** Installation of 466 rooms with CW systems and pipework, 300 rooms with DX splits

**Owner:** Sandals Resorts Inc

**Consultant / Builder:** Jada Construction Inc

**Refer to:** Phillip Temprow

**Date Completed:** In progress

**Phone:** 439 5577 **Fax:** 439 6102

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### **HOSPITAL GRENADA**

**Description:** Supply & Install (2) OTIS Gen 2 lifts

**Owner:** Grenada Ministry of Health

**Consultant / Builder:** Hospital General Grenada

**Refer to:** Camille St. Louis

**Date Completed:** 2020

**Phone:** 473 440 2649

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### **RNK INVESTMENTS - GUYANA**

**Description:** Supply (8) OTIS Gen 2 lifts

**Owner:** RNK Investments- Guyana

**Consultant / Builder:** RNK Investments- Guyana

**Refer to:** RNK Investments- Guyana

**Date Completed:** 2019

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### **SANDALS CARIBBEAN RESORTS - ST. LUCIA / GRENADA**

**Description:** Supply & Install (9) OTIS Gen 2 lifts

**Owner:** Sandals Resorts Inc

**Consultant / Builder:** Sandals Resort

**Refer to:** Gilles Bardies

**Date Completed:** 2018

**Phone:** 758 452 3081 **Fax:** 758 452 1012

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### **UWI - ST. AUGUSTINE, TRINIDAD**

**Description:** Supply & Install Speed Queen Laundry equipment

**Owner:** UWI

**Consultant / Builder:** UWI- St. Augustine, Trinidad

**Refer to:** Olivia Ramkissoon

**Date Completed:** 2018

**Phone:** 868 662 2002 **Fax:** 868 645 7258

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### **PSYCHIATRIC HOSPITAL**

**Description:** Supply & Install complete commercial kitchen and laundry for hospital

**Owner:** Government of Barbados

**Consultant / Builder:** ADC Building & Maintenance Ltd.

**Refer to:** Adrian Christie

**Date Completed:** 2017

**Phone:** 439 5577 **Fax:** 439 6102

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### **CAVE SHEPHERD DEPARTMENT STORE**

**Description:** Supply & Install (4) OTIS escalators in department store

**Owner:** Cave Shepherd

**Consultant / Builder:** Shelbury Construction

**Refer to:** Chris Armstrong

**Date Completed:** 2017

**Phone:** 433 2949 **Fax:** 433 5750

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# KEY PROJECTS



## HARRISON'S CAVE

**Description:** Supply & Install (3) Kenetik elevators for Caves

**Owner:** Government of Barbados

**Consultant / Builder:** Harrison's Cave

**Refer to:** Andrea Franklin

**Date Completed:** 2017

**Phone:** 417 3700 **Fax:** 417 3709

## COST U LESS

**Description:** 140 ton Packaged DX units with double wall ductwork

**Owner:** Cost U Less

**Consultant / Builder:** Nicholls & Edghill Construction

**Refer to:** Desmond Nicholls

**Date Completed:** 2013

**Phone:** 437 4467 **Fax:** 437 4445

## WARRENS OFFICE TOWERS

**Description:** 430 Tons Chilled water system with Air Handlers and ductwork

**Owner:** Government of Barbados

**Consultant / Builder:** Jada Construction Inc.

**Refer to:** Phillip Temprow

**Date Completed:** 2013

**Phone:** 439 5577 **Fax:** 439 6102

## BAOBABB TOWERS

**Description:** 400 Tons DX ducted system with Cassette units

**Owner:** Government of Barbados

**Consultant / Builder:** Rotherley Construction

**Refer to:** Allan Evelyn

**Date Completed:** 2012

**Phone:** 425 0950 **Fax:** 425 0962

## SANDS - ST. JAMES

**Description:** Luxury condominium, central a/c, VRV, chilled water system

**Owner:** Unknown

**Consultant / Builder:** Rotherley Construction

**Refer to:** Joseph Steinbok

**Date Completed:** 2009

**Phone:** 425 0950 **Fax:** 425 0962

## PENWOOD HOUSE

**Description:** Luxury House, 250 ton CW, humidity control, remote monitoring, Custom OTIS elevator, commercial kitchen

**Owner:** Mr. Smith

**Consultant / Builder:** Rotherley Construction

**Refer to:** Joseph Steinbok

**Date Completed:** 2003

**Phone:** 425 0950 **Fax:** 425 0962

## MILLENNIUM HEIGHTS

**Description:** 186 apartment condominium, a/c splits, appliances & (2) OTIS elevators

**Owner:** Millennium Heights

**Consultant / Builder:** Various

**Refer to:** Peter Godding

**Date Completed:** 2001

## SHERBOURNE CONFERENCE CENTER

**Description:** : Conference Center- 960 tons Chilled water system

**Owner:** Government of Barbados

**Consultant / Builder:** AdeB Consultants Ltd.

**Refer to:** Chris Armstrong

**Date Completed:** 1988- 93

**Phone:** 426 1227 **Fax:** 427 8317