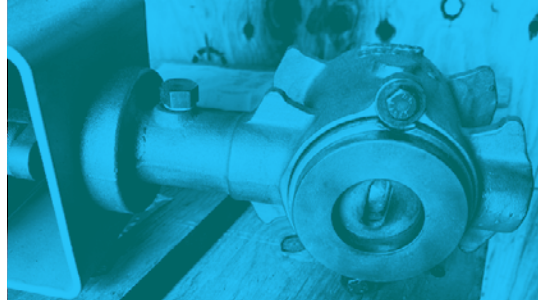


NO WARNING? NO PROBLEM.

There's no obstacle we can't overcome **together.**



Our product knowledge and manufacturer partnerships generate agile solutions for unexpected downtime.

Industrial facilities don't seem like delicate ecosystems—until the unexpected failure of one critical component threatens to grind the whole operation to a halt. Without a crystal ball, there are few ways to get ahead of these kinds of situations, so facilities need supply partners that can respond quickly to emergencies to reduce downtime and minimize revenue loss.

A chemical company found itself in this exact position after losing a steam control valve in one of its mixing/finishing lines. As their preferred supplier, we were tasked with replacing the valve with the same product.

Because the failed valve shut down the entire line, the company needed a replacement in seven to 10 days. When we contacted the original equipment manufacturer to source the new valve, they quoted a six-to-seven-week lead time.

Understanding the gravity of the situation, our product experts immediately began looking for alternatives from our expansive network of manufacturer partnerships. We identified a solution in the form of Trimteck®, a domestic valve manufacturer.

By sourcing the Trimteck® control valve, we were able to condense the replacement timeline to five business days and save the chemical company \$20,000 in production downtime. Our fast response also saved the company from storing unprocessed material in rented tanker trucks for the duration—an added cost savings of more than \$33,000.

TRIMTECK®

Visit us online or contact us today to benefit from our full selection of services, including:

- 24/7 availability for immediate assistance
- 2,500+ dedicated on-call associates
- Same or next-day service through our network of distribution centers and routes
- More than 150 industrial locations established across the nation
- Extensive inventory available online or via local associates
- National reach and local expertise you can count on

ABOUT FERGUSON INDUSTRIAL



There's no obstacle we can't overcome **together.**



We're the total solution for quality industrial PVF products and specialized services to build, maintain and repair infrastructure for industrial facilities across the country.

Through our distinguished quality program, we serve as a true partner to our customers and remain committed to their success. Thanks to our quality program—built on the principles of quality people, products and processes—we're able to provide the services and supplies our customers need, no matter what.

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