

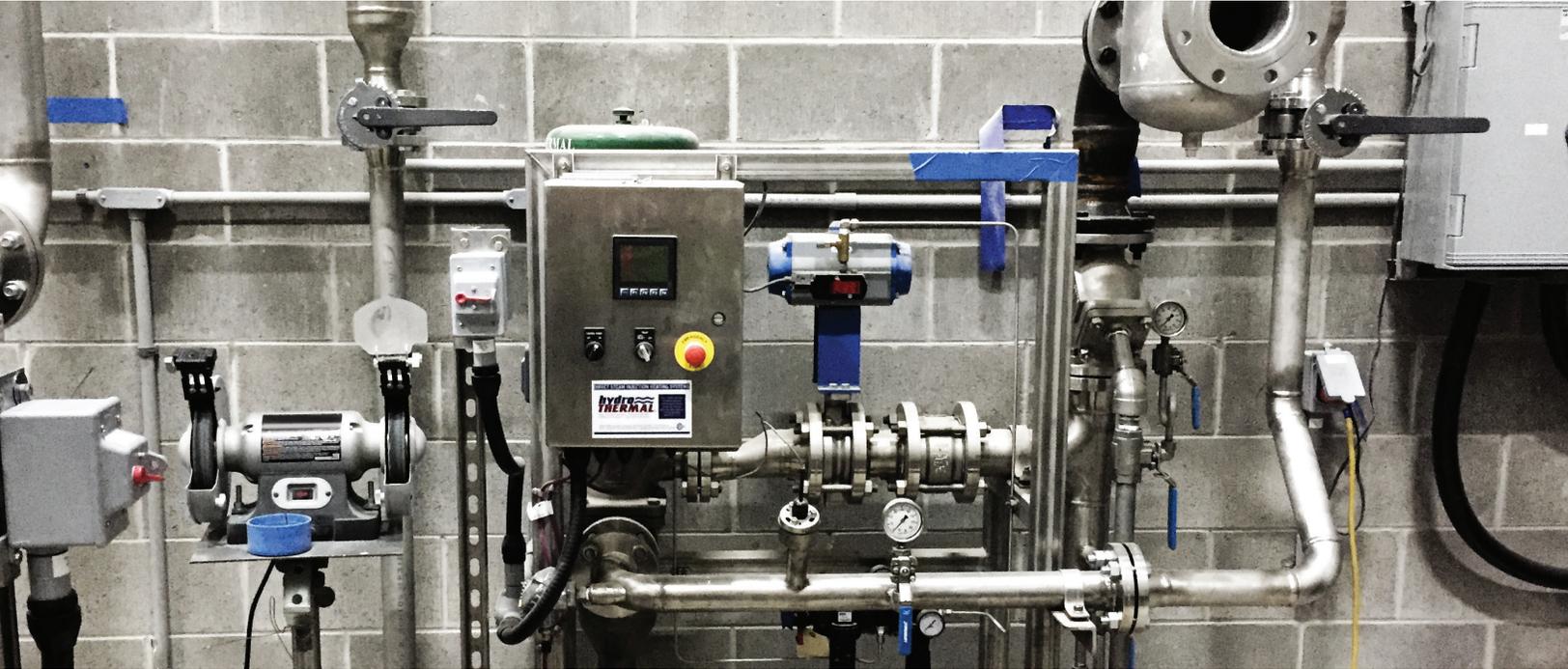
## CUSTOMER CASE STUDY

# Clemens Food Group

Coldwater, Michigan

**FERGUSON**  
INDUSTRIAL

**CLEMENS**  
FoodGROUP



## PROJECT OVERVIEW

### CUSTOMER:

Clemens Food Group

### LOCATION:

Coldwater, Michigan

### PRODUCTS USED

- Valves
  - FNW™
  - Apollo Valves
  - Milwaukee Valve
  - Flow-Tek
- Victaulic Pressfit®
- Victaulic grooved
- Actuation
- Stainless steel pipe
- Stainless steel weld fittings and flanges
- Stainless steel SP114 fittings
- Stainless steel 3000# fittings
- Carbon steel pipe and fittings
- FBE pipe
- MDPE pipe
- Gauges
- Forged steel fittings
- Hydrothermal steam injection heaters
- PVI storage tanks
- Mixing valves
- Copper tube
- Plumbing fixtures and drainage

### CHALLENGE:

Provide design build assistance, competitive pricing and timely delivery of material to meet deadlines.

### SOLUTION:

Ability to acquire, ship and deliver pipe and stainless steel fittings at a competitive price, utilizing multiple internal resources, distribution centers and branches around the country.

### PRODUCT ADVANTAGES:

- Ability to leverage national resources to be competitive
- Availability of product through our distribution centers
- Offering technical expertise during the design phase

“I feel logistically we are the only company in Michigan that could have supplied all of this material for this project mainly due to our distribution centers and product offerings.”

– Lee Johnson (Ferguson Industrial)

## BACKGROUND

Clemens Food Group, a hog farming, food production, logistical services and transportation company, hired Grey Construction to design and build Clemens Food Group’s new 656,000 sq. ft. pork processing operation in Coldwater, Michigan. After choosing Goyette as their mechanical contractor, Ferguson Industrial was selected as the PVF supplier and quickly joined the team to provide products and technical support during construction planning.

The project was awarded in phases as the processing facility was designed. Goyette awarded Ferguson Industrial the project based on our relationship, national footprint, product selection, service and technical expertise for the design phase. “I feel logistically we are the only company in Michigan that could have supplied all of this material for this project mainly due to our distribution centers and product offerings,” said Lee Johnson, Area Sales Manager.

Utilizing our expansive nationwide resources, from collaborating with Ferguson Industrial associates across the country to our distribution centers and partners, we were able to secure pipe and stainless steel fittings from around the country quickly and efficiently while staying competitively priced.

Due to our success on this project as collaborators and partners, we are partnering on future projects with Goyette Mechanical and Grey Construction.

For more information, ask an expert: [Lee Johnson, Area Sales Manager, \(248\) 437-5109](#)

