

CUSTOMER CASE STUDY

MINIMIZING PROJECT COSTS VIA DURASTAR'S RELIABILITY



PROJECT OVERVIEW

PROJECT / CUSTOMER:

Commercial HVAC Contractor

LOCATION:

Bala Cynwyd, PA

PRODUCT / SOLUTIONS:

Durastar® Indoor and Outdoor HVAC Units



CHALLENGE:

An upcoming refrigerant standards change challenged the budget compliance and availability of the originally specified units on a large commercial HVAC project.

SOLUTION:

The Ferguson HVAC sales team identified Durastar products as a compliant, available, on-spec, and under-budget alternative to the original specifications.

OUR ADVANTAGES:

- Breadth of HVAC product knowledge and industry expertise
- Close collaboration with project stakeholders
- Access to an extensive and diverse inventory of HVAC products
- National distribution network for reduced lead times

BACKGROUND:

Bala Cynwyd, Pennsylvania, is a community located in the northwest portion of the Philadelphia metropolitan area. Bala Cynwyd is classified as having a humid subtropical climate with average temperatures ranging from 34 degrees Fahrenheit in January to 79 degrees Fahrenheit in July and frequent summer heat waves exceeding 90 degrees approximately 30 days annually.

PROJECT SCOPE:

Our customer was undertaking a large HVAC project in Bala Cynwyd. Early project specifications called for outdoor units from a leading North American HVAC manufacturer that could support the area's four-season climate—providing reliable performance while withstanding harsh outdoor conditions.

The customer engaged Ferguson as the HVAC equipment supplier for this project.

CHALLENGE:

The customer needed the units before an upcoming change in refrigerant standards that would impact the units' pricing and availability. Availability and lead times on the originally specified units posed a challenge to the project timeline and the potential for budget overrun.

SOLUTION:

Our experienced sales associates—drawing on their breadth of product knowledge and deep understanding of the project—were able to identify an alternative that met project specifications, was priced below budget, and could be secured in time to avoid the refrigerant-related pricing changes.

Durastar indoor and outdoor units offer competitive pricing and reliable performance, coming together as a complete indoor-outdoor solution.

THE FERGUSON DIFFERENCE:

Ferguson sales associates are industry experts, capable of assessing complex project specifications and value-engineering solutions that contribute cost savings, meet specifications, and reduce or eliminate project delays.