

CUSTOMER CASE STUDY

ACCELERATING THE TIMELINE AND DRIVING COST SAVINGS FOR PRIMA AT PASEO GULCH



PROJECT OVERVIEW

PROJECT / CUSTOMER:

Prima at Paseo South Gulch High-Rise Apartment Building

LOCATION:

Nashville, TN

PRODUCT / SOLUTIONS:

- NUPI Niron PP-RCT
- Ferguson fabrication solutions

CHALLENGE:

- 1) A condensing construction schedule driving up labor costs
- 2) Rising material costs for copper and stainless steel

SOLUTION:

A strategic shift toward NUPI Niron PP-RCT, complemented by Ferguson pre-fabrication services, decreased procurement costs and field labor time

OUR ADVANTAGES:

- Strategically located fabrication facilities enabled streamlined fulfillment of installation-ready building systems
- Value-engineering and cost control via consultation with expert Ferguson associates

BACKGROUND

Prima at Paseo South Gulch is a 16-story mixed-use tower situated in Nashville's Gulch neighborhood. The building comprises more than 250 residential units, 8,000 square feet of retail space, and 18,000 square feet of office space.

PROJECT SCOPE

The mechanical contractor faced two major pressures: 1) a condensing construction schedule, which drove up labor costs, and 2) rising material costs for both copper and stainless-steel systems, which were the contractor's preferred domestic water systems. The contractor was seeking a solution that would:

- Maintain durability and long-term performance
- Reduce material cost
- Improve labor efficiency
- Protect the construction schedule

Using copper or stainless steel would have increased both procurement cost and field labor time. Given the compressed timeline, delays were not an option.

METHOD

Rather than defaulting to their building standard, the contractor selected Niron PP-RCT piping for the domestic water riser.

To maximize efficiency, Ferguson fabricated Niron riser spools off-site and delivered them to the jobsite ready for installation.

By shifting fabrication offsite:

- Labor moved to a controlled environment
- Field installation time decreased
- Material waste was reduced
- Schedule risk was minimized
- Labor costs were controlled

Prefabricated spools arrived labeled, staged, and ready to install. This reduced variability and accelerated vertical installation progress.

Despite the condensed construction timeline, the domestic water riser installation stayed on schedule. The first set of spools were delivered three weeks after the drawings were approved. Prefabricated Niron spools significantly reduced field assembly time and prevented delays that could have impacted subsequent trades.

The contractor made substantial savings in:

- Material costs versus copper and stainless steel
- Field labor hours
- Total installed cost

Lower material expense combined with reduced on-site labor created measurable financial impact while maintaining system performance standards.

THE SOLUTION: FERGUSON

At Ferguson, we're committed to being a true project partner. By advising our customer on the benefits of NUPI PP-RCT pipe and connecting them with our streamlined fabrication solutions, we were able to provide them with long-term business-boosting benefits. The contractor has now incorporated Niron prefabrication into their bid strategy for future Nashville high-rise projects, enabling them to submit more competitive bids, protect project margins, reduce installation risk, and differentiate from their competitors. What began as a solution to a scheduling and cost challenge has become a competitive advantage.