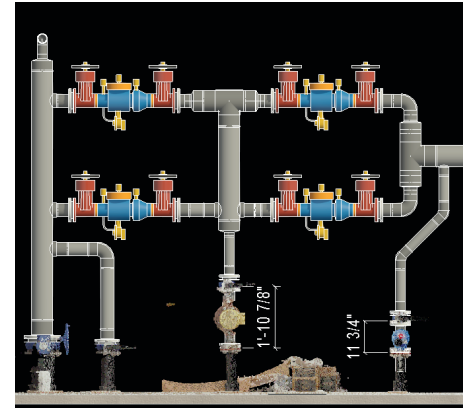


## Mechanical Solutions Expand Wisconsin Business

When a large corporate farm in Wisconsin was experiencing problems with their existing piping product, including failing joints, they turned to Ferguson for assistance. We evaluated the issue by reviewing hand-drawn sketches of the layout, and then utilized 3D Scanning and VDC Services to create a virtual model of a new system. Ferguson then provided prefabricated Niron pipe and heat fusion joints to the customer in a matter of weeks.



**“Our ability to deliver a consistent and scalable project package and provide an exceptional customer experience is not easily replicated outside of Ferguson. What gets me excited is that we don’t have a competitor that can do what we can do—not even close.”**

– Jeff Kleiber, Senior Mechanical Solutions Specialist

### SERVICES USED

- Virtual Design & Construction (VDC)
- 3D Scanning Services
- PP-RCT Fabrication
- Fusion Machine

### LOCATION

Newton, Wisconsin

### THE CHALLENGE

A Wisconsin corporate farm needed fast improvements to their piping system and an understanding of why their existing joints were failing.

### THE SOLUTION

Our piping expertise and customer relationship led to an opportunity to improve operations on the farm. We engaged several Mechanical Solutions, including Virtual Design & Construction, 3D Scanning, advanced NUPI PP-RCT pipe fabrication capabilities and heat fusion joints via our one-of-a-kind fusion machine.

### METHOD

The Ferguson Outside Sales Representative had a strong relationship with the company owners, which helped them trust and rely on us for solutions. We familiarized ourselves with their needs, priorities and day-to-day operations. We learned that the farmers were using the piping system so harshly that the pipe would crack and corrode over time. We then

introduced our Niron mechanical solution and heat fusion joints to help prevent future joint failures.

Ferguson received hand-drawn sketches of the piping layout, and our Senior Mechanical Solutions Specialist performed a scan of the mechanical room. The information from the 3D Scanning was added to the sketches and digitally transferred to the Ferguson Virtual Design & Construction team. The data was converted into a virtual model of the piping system, which was shared for modifications and optimization.

### THE SOLUTION: FERGUSON

Mechanical solutions, strategic products and strong customer relationships came together to deliver a successful project for this Wisconsin farm.

The project highlighted our unique capabilities and competitive advantage in the market, as no other competitor can offer the same level of value-added services and productions. We were able to narrow down the speed of installation, minimize downtime for the customer’s operations and generate interest from new customers about our fabrication solutions.

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