

# YOUR CHALLENGES. OUR SOLUTIONS.

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Our technical expertise offers a clear path to resolution for **any situation**.



When a product weakness becomes so commonplace that failure is expected, it's time to reassess that product's role in your facility—especially when repeated problems impact your bottom line.  
**DON'T SETTLE FOR LESS THAN THE BEST.**

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At Ferguson Industrial, we hold our products to a higher standard. We leverage our national reach, custom design capabilities and team of technical experts to supply products that will empower the success of industrial facilities and plants at the local level.

That's why, when an energy company grew tired of replacing their severe service control valves twice a year because of flaws in the valve design, they turned to us to find an alternative.

Our team worked with valve manufacturer UnionTech to make significant design changes to the valve internals and improve the life of the valve. We introduced and developed a metal seated ball valve program to eliminate the steam leak and extend the valve's lifespan from six months to more than two years. Our experts also designed the valve to make it compatible with existing brackets, couplings and actuators, saving the customer the cost of purchasing new actuators to upgrade to a new valve.

On top of all that, we were able to provide this enhanced premium valve within the same price point as the original valve.

Our commitment to quality, value and service has saved the oil refinery \$488,000 in valve replacement costs over five years.

**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

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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.