



# HVAC EQUIPMENT MANUFACTURER

## RESULTS

- ✓ Estimated client savings of 65% over branded cables
- ✓ Custom made cable with delivery at their convenience

## CLIENT

Since 1987 this Georgia based has been a wide respected manufacturer of air turnover, make up air, evaporative cooling, energy recovery and custom control HVAC devices

## PROBLEM

Initial equipment designs spec'd in a branded General Cable & Alpha Cable. However, these cables were rarely stocked with most distributors, making acquisition of these materials very difficult.

## SOLUTIONS



Partnered with PM to identify an exact equivalent to both branded cables



Shopped cables with a variety of existing US cable manufacturers



After finding best option, got approval with customer based on spec sheet and sample



Material manufactured annually for customer with a savings of 65% over branded