

Whole Foods Distribution Center - Cheshire, CT

Josam provided approximately 850 ft of PRO-PLUS® 100 trench drains with Class "C" PRO-SNAP® grating

Yost Associates, Josam's manufacturing representative in Connecticut regularly calls on mechanical contractors in their territory as well as follow bid and spec projects. Yost was confident they could secure this project with Josam's PRO-PLUS® trench drains and grates.

Yost Associates worked with Gem Mechanical from the start of the project to completion. They met with the design team to show the product features and benefits, provided layout drawings, obtained product approval, shipped as promised, trained the installation team, and worked in the field with the contractor during the installation process.

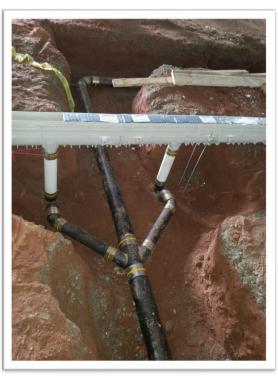


CHALLENGE

The project was originally specified with a competitor's trench drain system using galvanized class C grates. Yost Associates presented various options to the engineer and owner which would not only better suit the project requirements but also save time and labor for the installing contractor. Additionally, the project would be fairly fast-paced with the material required on-site quickly.

SOLUTION

Knowing that Josam had each of the options available and could quickly provide installation drawings and material, Yost Associates approached this project opportunity with confidence. The design team was impressed with the alternate grating and unique advantages of the trench material and approved the PRO-PLUS® system for the project. In addition to the owner benefits, Gem Mechanical was able to add profit to the bottom line due to the labor-saving benefits of the PRO-SNAP® grating and channel system.



Gem Mechanical was pleased with the rigidity of the product, ease of handling, the support bosses for ease of leveling, and that it was packaged as requested. They also found the layout drawings to be very helpful during the installation process.