

**For Immediate Release**

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## **FERGUSON TO DELIVER COMMERCIAL WATER HEATERS IN LESS THAN TWO HOURS**

**ASHLAND CITY, Tenn. (October 27, 2006)** – A. O. Smith has teamed with Ferguson Enterprises, Inc., to offer its customers quick and easy commercial water heater delivery, and will feature this new service in an A. O. Smith/Ferguson truck.

Ferguson Enterprises, Inc., has begun delivering commercial water heaters in less than two hours exclusively for its Southern California customers. Ferguson has more than 600 A. O. Smith brand commercial gas and electric water heaters in stock ready for installation, as well as five full time electric conversion centers with delivery crews standing by. Customers from Santa Barbara to San Diego can now expect speedy delivery, unsurpassed quality, and 24-hour emergency service all from Ferguson and A. O. Smith.

Mike Lorber, Commercial Water Heater Manager for FEI in Southern California commented, "This is a great service for our customers. Not only do we guarantee timely delivery, but upon arrival, we will set the new unit in position for plumbing and dispose of the old unit. They do the plumbing, we do the rest." This unique service can potentially reduce cost for contractors allowing them to devote less manpower to formerly demanding jobs.

### **About A. O. Smith Water Products:**

Headquartered in Ashland City, Tenn., A. O. Smith Water Products Division is a leading manufacturer and marketer of residential and commercial water heaters and hydronic boilers. A. O. Smith offers contractors an additional competitive advantage in that the company designs, builds, distributes and field supports the world's broadest and deepest line of residential and commercial water heaters, as well as commercial boilers. This single-source concept simplifies ordering, installation and service and is backed by almost 70 years of research and innovation. For more information, visit [www.hotwater.com](http://www.hotwater.com).

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