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John Deere Dealership Project Profile

CUSTOMER: John Deere

APPLICATION: Dealership

LOCATION: Pratt, KS

CONTRACTOR: B & B Plumbing, Heating and A/C

Viega Climate Mat® heats and cools John Deere dealership in Kansas

“I’m impressed with all of Viega’s employees. They’re very accommodating and that means a lot to me.”

B & B Plumbing, Heating and Air Conditioning of Ellsworth, KS, needed to install commercial radiant floor for both heating and cooling in a new John Deere dealership in Pratt, KS.

Bruce Bowie, who has been plumbing since he was 14 years old, opened B & B on April Fools Day in 1987 along with friend Alan Byerly. Alan specializes in HVAC work.

Bruce’s previous experience with Viega ProPress® and the excellent quality of Viega service convinced him to try Viega’s extraordinary Climate Mat system.

Bruce is no stranger to radiant projects. He has installed traditional radiant heating in fire stations, car washes and schools. On earlier projects, he has installed radiant tubing all by hand. “Viega Climate Mat is a lot easier,” he says. “Viega’s really on to something.”

B & B completed much of the 73-mat installation in a day-and-a-half of work.

Bruce is not only a fan of Viega products but he is also a firm supporter of Viega as a company. He has visited

Viega’s global headquarters in Germany and he has attended the Radiant Week training courses in the Viega Educational Facility in Nashua, NH.

Around the end of July 2010, John Deere began two warehouse projects in Kansas, one in Concordia and one in Pratt. B & B have installed Climate Mats in both locations. The John Deere warehouses are more like car dealerships than tractor stores, featuring office areas, retail space alongside maintenance and cleaning areas.

“They’re spending a lot of money to do the job right,” Bruce says. “John Deere’s going to have a nice facility.”

To B & B, teamwork on the build site is essential. Before the job even begins and even in the middle of construction, teamwork is a constant requirement to finish a project.



“The mat installer has to be able to coordinate with the concrete guy,” Bruce says. “You have to be able to work hand-in-hand with him.”

“Viega has been tremendously easy to work with,” Bruce says. “We try to use as many Viega products as we can.”

Viega’s revolutionary Climate Mat system distributes heat evenly from floor to ceiling. The Climate Mat is a customized layout of ViegaPEX Barrier tubing that ships coiled and ready to install.

Viega’s technical support team designs each Climate Mat for each job, even labeling them for specific manifolds. Climate Mat stabilizes the total expense for a project by balancing installation time with material cost.

The Climate Mat arrives on the job site already assembled, complete with spacer clips and strips to ensure equal distribution. All the installer needs to do is unroll it and secure

it to the installation surface. Viega also offers field assistance, so all aspects of the installation will go according to plan.

Engineered for both efficient heating and cooling, Climate Mat is well suited for large open spaces such as atriums, museums and shop floors and has been installed in large garage and big-box applications. Designed specifically for the customer’s needs, Climate Mat allows projects to remain on schedule, offsetting some or all of the sensible heating or cooling load.

Viega and B & B were able to work together on many aspects of the Viega Climate Mat installation in both Pratt and Concordia. Viega customizes Climate Mat to fit any floor plan and works with contractors to get the job done right.

Hajoca is B & B’s main supplier and Bruce has arranged for shipments of product twice weekly. But if he needs a part right away, he has worked it out through Hajoca and Viega for him to pick up parts directly from Viega’s Manufacturing and Distribution Center in McPherson.

“Viega’s been right on it,” Bruce says. “I’m impressed with all of Viega’s employees. They’re very accommodating and that means a lot to me.”

