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## **FOR IMMEDIATE RELEASE**

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### **Pricingnet offers new HVAC parts cost service**

*Unique buying strategy helps distributors dramatically cut costs and improve profits*

SAN FRANCISCO – Distributors in the HVAC industry have been feeling the squeeze – the delicate balance between satisfying the manufacturers’ demands for a slimmer profit margin and their own rising operational costs. Pricingnet, a new consulting service, is showing HVAC distributors how to escape the big squeeze and increase their bottom lines.

The proprietary method designed by Pricingnet’s founder David Jacobs, determines if a manufacturer would be willing to negotiate a lower price for a specific name-brand part. “Distributors are paying a wide range of prices for the same part,” Jacobs said. “If you’ve been paying \$500 for a name-brand pump and your competitor is paying \$475, then you could be saving \$25 per unit for the same item.”

Most HVAC distributors don’t have the time to follow up on price changes for each and every item they stock. When they have a subscription to Pricingnet, distributors are provided a quarterly report of their stocked items that could be worth a phone call to the manufacturer to renegotiate. “Distributors could call manufacturers each quarter themselves, but it’s incredibly tedious and time consuming,” Jacobs said. “We can do the work of two or three additional full-time buyers for a fraction of the cost.”

To participate in Pricingnet, a distributor simply provides its price list. A confidentiality agreement ensures that no specific information is shared with the manufacturer or other distributors. Pricingnet then compares the prices the distributor pays to other distributors across the country.

After the price comparison, Pricingnet provides the distributor a report of the parts that manufacturers are selling to their competitors for less. The distributor can then call the manufacturer and negotiate a lower price.

“It may not seem like a big deal that a 79 cent washer is being sold for 72 cents to your competitors,” Jacobs said. “But when you buy 50,000 of them a month, you’ll save \$42,000 annually.”

For more information about Pricingnet, visit [www.pricingnet.com](http://www.pricingnet.com).