



“THERE’S NO ENGINEERING IN VALUE ENGINEERING.”

Steven Weinberger, President / G. Weinberger Co.



For uncertain or demanding applications, CISP is the more durable choice.

Steven Weinberger, a plumbing and mechanical contractor sounds off on Value Enhancement.

“Good contractors have been doing it forever. But we never needed a fancy term like ‘Value Engineering.’ They were just suggestions from a guy who’s done it before.”

“I can put in the best water heater in the world. But if it breaks and nobody near the building can service it in a timely fashion, it’s not a good value.”

“People can have strange perceptions of value. I was part of a renovation job where the building owner said, ‘Oh no, don’t use those switches. They’re too good. We don’t need them to last that long.’”

“Sometimes the best value enhancement suggestions save you money up front. Sometimes they cost more, but save you later. It’s not always easy to make the best choice.”

On Charlotte Pipe’s Value Engineering/Enhancement Checklist: “It’s very good, from both the contractor and engineering side, to make sure that you ask the right questions.”

To see our Value Engineering brochure and more case studies on cast iron and the perils of value engineering, go to charlottepipe.com/VE.