

HOW TO SELL VIEGA MEGAPRESS®

A FIELD GUIDE FOR DISTRIBUTOR ASSOCIATES

viega



**YOUR GOAL: HELP CONTRACTORS AND INSTALLERS UNDERSTAND WHY MEGAPRESS MAKES THEIR JOBS FASTER, SAFER, AND MORE PROFITABLE
- AND WHY THEY SHOULD BUY IT FROM YOU.**

WHAT CONTRACTORS AND INSTALLERS CARE ABOUT:

- Speed & Labor Savings
 - Connections made with MegaPress systems are significantly faster than grooving or threading
 - Fewer crew hours = lower total installed cost
 - Consistent, repeatable connections reduce callbacks and rework
- No Hot Work
 - No welding, brazing, or flame permits
 - Safer jobsites and fewer shutdowns
 - Ideal for occupied buildings and repair or retrofit work
- Works Where Others Don't
 - Perfect for tight spaces and live-system conditions
 - No material removed from the pipe, reducing potential weak points

WHY MEGAPRESS OVER GROOVED OR THREAD:

- Bottom Line
 - MegaPress saves time, labor, and helps you avoid callbacks

EASY TOOL STORY:

- Same press tool used for ProPress®, MegaPress, and PureFlow®
- A simple jaw swap to switch between Viega Press Solutions
- Fewer tools, clean installations, faster training, one trusted system

WHERE MEGAPRESS WINS:

- Gas & Fuel Oil
 - Proven performance and strong contractor familiarity
 - Fast, safe installs you can have confidence in
- Hydronic Heating & Cooling
 - Boilers, chillers, pump skids, mechanical rooms
 - Clean installs - even on live systems
- Industrial and Technical Gases
 - Compressed air, nitrogen, argon, helium
 - Reliable connections for sensitive systems

MEGAPRESS	GROOVED / THREADED
Fast press connection	Slower, labor-intensive installs
Maintains pipe wall thickness	Removes pipe integrity to cut the groove Often requires cutting, threading, or welding, all which require extensive jobsite cleaning
Clean, consistent installs	Create frequent failure point due to loosening and failure under stress

COMPETITIVE DIFFERENCES: WHY MEGAPRESS WINS

■ End-to-End Press Solutions

- Viega is the only manufacturer offering a complete, end-to-end press solution across multiple materials, applications, and sizes
- One press partner, one tool platform, consistent installs across copper, carbon steel, stainless steel, and PEX

■ Industry-Leading Innovations

- MegaPress bronze transition couplings connect dissimilar materials with confidence
- MegaPress Branch Connectors allow branches or instrumentation to be added from existing main runs for a flame free and fast installation
- Solutions competitors simply don't offer

■ Engineered for Demanding System Conditions

- Designed to maintain joint integrity under temperature fluctuations conditions
- Reliable performance without compromising the connection, even in tough mechanical and industrial environments

■ Unmatched Code Leadership

- Viega has set the standard by getting press systems written into codes more often than any other press manufacturer
- Contractors gain confidence knowing MegaPress is widely approved, tested, and trusted

■ Close the Sale

- MegaPress is in stock with improved lead times achieved by increasing manufacturing capabilities in the US
- Viega is actively driving adoption of MegaPress through marketing, training, and jobsite support
- Keeping MegaPress in stock means fewer delays and one-stop purchasing

Pro Tip: Start with mechanical contractors; they're the primary driver of MegaPress growth. Lead with speed and labor savings, then back it up with reliability and confidence.



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