



## **Cincinnati Building from Street to Shingles**

In late 2006, some area managers from the Wolseley branches in Cincinnati, Ohio got together and decided that they wanted to pool their resources to help construct a Habitat for Humanity house. Dominick Porcelli, Area Manager for the Wholesale/Distribution side of Ferguson in the Midwest, along with Doug Kieninger, Divisional Manager for Ferguson's Integrated Services were the main players in promoting this project, not only as an exciting opportunity to help a local family in need, but as a way of showing what the various branches of the company could achieve by working together.

Currently, Wolseley employs around 350 associates in the Cincinnati metropolitan area and is represented by numerous divisions. Ferguson's Wholesale/Distribution branch, along with Stock Building Supply and members of the Commercial Industrial Business Groups (CIBG), including Ferguson Integrated Services, Pipe Products, Endries, Energy & Process, & Ferguson Waterworks, have comprised five cross-functional teams to map out how this massive venture is going to be completed.

These Cincinnati branches are redefining what it means for a large company to build with Habitat. Typically, Habitat secures the plumbing from the street to the site, charges for the cement that will be used in the foundation, and has it poured before the donating company even arrives to begin construction. The area managers thought that Cincinnati's Wolseley branches were better than that. After all, "Nobody expects more from us than we do!" With the array of products offered through all the divisions, the volume of associates in the area, along with the various customers and suppliers that each group touches, the managers decided that they could get most of the material and labor donated free of charge.

The project has a tremendous amount of momentum already and the ground breaking is not even scheduled until 2008. For example, the teams that were devised have identified products that can be found through the local branches and are getting donation commitments from the divisions involved. In addition, customers have already started to hear about the project through counter advertising, external fundraisers, and general word-of-mouth and have expressed excitement and willingness to help. Not to mention there are numerous internal fundraisers that continues to bring

in donations and raise local awareness of the task at hand. Area employees have really begun to rally around this cause and are working together to help it succeed. There has been tons of planning and a massive effort by many Wolseley associates who have committed themselves to seeing that this project is an overwhelming hit.

By the fall of 2008, Cincinnati's Wolseley branches are planning to have the house completed. They will have built the entire thing, "From the Street to the Shingles" and plan to use this project as a template for future endeavors. When Wolseley branches work together for a common cause, great things are possible! For more information, please visit [www.fergusoncares.com](http://www.fergusoncares.com).

#### **About Ferguson**

Headquartered in Newport News, Va., Ferguson is the country's largest wholesale distributor of plumbing supplies; pipes, valves and fittings; heating and cooling equipment; waterworks; mechanical and industrial; bathrooms and appliances; tools and safety equipment; and fire protection products. Ferguson has sales of \$11 billion and around 22,000 associates in around 1,400 service centers located in all 50 states, the District of Columbia, Puerto Rico, Mexico and the Caribbean. For more information, visit [www.ferguson.com](http://www.ferguson.com).

Ferguson is part of Wolseley plc, the world's largest specialist trade distributor of plumbing and heating products to professional contractors and a leading supplier of building materials in North America, the UK and Continental Europe. Group revenues for the year ended July 31, 2007, were approximately \$31.6 billion. Wolseley has approximately 79,000 employees operating in 28 countries. Wolseley is listed on the London Stock Exchange (LSE: WOS) and is in the FTSE 100 index of listed companies. In the U.S., Wolseley trades on the over-the-counter market (OTC) under the symbol WOSLY. For more information, visit [www.wolseley.com](http://www.wolseley.com).