

COMPANY PROFILE

WOLSELEY

Canada



CANADA'S LEADING DISTRIBUTOR OF PRODUCTS AND SOLUTIONS

With over 250 branches coast-to-coast and a portfolio of over 175,000 products, Wolseley is uniquely positioned as the most diverse supplier of products and customer solutions in the country.



From industrial pipe and valves for oil sands projects to retail showrooms offering the latest designs for kitchen and bath fixtures and faucets, Wolseley services a wide array of customers.

Wolseley has long-standing relationships with the best suppliers and brands in the business. And, being part of a global organization also presents opportunities to leverage international sourcing strengths and capabilities as well as providing quick access to new and emerging technologies.



One of the key reasons that Wolseley has been able to attract world-class customers and retain them in a competitive business environment is due to the commitment and training of a national team of sales and service specialists. The Wolseley team is known for their knowledge and expertise and customers have come to rely on them for support and solutions.

CANADIAN FAST FACTS

- One of Canada's largest companies with sales in fiscal 2007 of over \$1.3B
- Market leader in key product segments - Plumbing, PVF, HVAC, Hydronics and Waterworks
- Over 250 branches across all 10 provinces
- 175,000+ unique products
- Over 70,000 customers coast-to-coast
- Around 2,800 employees
- Revenue growth has consistently outpaced growth of the wholesale market since 1997

Headquartered:
Burlington ON, Canada

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WOLSELEY AT A GLANCE

Wolseley Canada is a market leader in the wholesale distribution of plumbing, heating, ventilation, air conditioning and refrigeration, engineered pipe, waterworks, fire protection, pipes, valves and fittings and industrial supplies products. Headquartered in Burlington, Ontario, the company operates over 250 branches across Canada.

Wolseley Canada is a privately held company whose parent company, Wolseley plc, is based in the UK. Publicly traded on the London Stock Exchange, Wolseley is in the FTSE 100 index of listed companies. As the world's largest distributor of plumbing and heating products, Wolseley plc is also a leading supplier of building materials, lumber products, industrial pipes, valves and fittings to the professional market. The group's strength is to operate strong national businesses in home markets, retain local brand superiority and continually exceed customer expectations through wider product ranges and superior service. With sales of over £16 billion, globally the company operates in 27 countries with a total workforce of approximately 74,000 employees.

Wolseley creates enhanced value by leveraging the strengths of our individual businesses, developing our business diversity, and creating innovative solutions to meet our customers' changing needs.



ORGANIZATIONAL STRUCTURE

The overall strategy of the Wolseley Group is to build a truly international business. The company is represented across the North American and European continents. In North America, Wolseley has three businesses, one of which is Wolseley Canada.



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WOLSELEY CANADA BUSINESS GROUP PROFILES

Residential

Key Products: Fixtures, Faucets, Acrylics, Bathroom Furniture, Pipes, Valves, Fittings, Boilers & Controls, Pumps & Water Treatment

Customer Groups: Plumbing contractors, hydronic heating contractors, renovators, pump and water treatment, interior designers/decorators, consumers, renovators

HVAC/R

Key Products: Heating, air conditioning and refrigeration solutions, HVAC/R parts and products

Customer Groups: Residential and commercial HVAC contractors / dealers, licensed refrigeration contractors, and renovation contractors

Commercial Mechanical

Key Products: Fixtures, Faucets, Acrylics, Bathroom Furniture, Pipes, Valves, Fittings, Boilers & Controls, Pumps & Water Treatment

Customer Groups: Plumbing contractors, hydronic heating contractors, renovators, property manager/apartment owners

Waterworks

Key Products: Mueller Fire Hydrants, Gate Valves, IpeX – PVC Pipe, Royal PVC Pipe, Robar Couplings, Ford Brass, Fernco Couplings, Cambridge Brass

Customer Groups: Municipalities, industrial accounts, large and small contractors

Industrial - EPG

Key Products: HDPE pipes and fittings, pre-insulated pipe and fittings, fusion equipment, fabrication, packaged water and waste water treatment equipment, geosynthetics and geomembrane supply and install

Customer Groups: Mining, oil and gas companies, water and sewer contractors, First Nations, mechanical contractors, other Wolseley business units

Industrial - IPG

Key Products: Fasteners, cutting tools and abrasives, tools, metal working, health and safety products, other general MRO supplies, and services in VMI, vending and crib management

Customer Groups: Aerospace, refineries, pulp and paper, automotive, utilities, pharmaceuticals, manufacturers, mining, mechanical contractors, and machine shops

Industrial - Meridian

Key Products: Gates, pipe and fittings, globes and check valves - cast steel, forged steel products, actuation and automation, ball valves, high pressure steam applications, specialty process products

Customer Groups: Conventional and non-conventional oil and gas, mining, refining, pulp and paper, petrochemical, institutional/government

Wolseley Canada Locations

