

Media Release/ Communiqué



MEDIA RELEASE

FOR IMMEDIATE RELEASE

Sept 5, 2018

Wolseley Canada Inc. acquires James Electric Motor Services Ltd., market leader in the sale of pumps and motors in Western Canada

BURLINGTON, Ont. – Keith Strachan, General Manager, Wolseley Canada Western Region (“Wolseley”) today announced the acquisition of James Electric Motor Services Ltd. (“James Electric”), a market leader in the sale of pumps and motors in Western Canada specializing in motor repair and maintenance.

Located in Calgary, James Electric has generated a consistent and robust performance over the years due to its specialty product focus combined with a knowledgeable staff and leadership team. With the acquisition, all 64 James Electric employees will join Wolseley. James Electric president, Rick James, will also join Wolseley and continue in his current role to ensure continued delivery of exceptional service, pump and motor repair and maintenance expertise and James Electric’s broad range of inventory. James Electric Motor Services Ltd. will continue to operate under the “James Electric” brand for the foreseeable future.

“At James Electric, we pride ourselves in having the ability to expertly trouble-shoot pump and motor supply, service, repair and assembly,” said James, “Wolseley’s vast distribution network of over 220 locations across the country will enable us to expand our market reach and product offerings. As the proud leader of James Electric for over 45 years, I believe Wolseley is an excellent fit for all aspects of our business. I’m very pleased that James Electric will now be part of a leading distributor in Canada.”

“James Electric has built a solid reputation in the marketplace by focusing on exceptional customer experiences and putting their knowledgeable staff at the centre of their business’s decision-making process,” said Strachan. “This acquisition strongly aligns with Wolseley’s strategic imperatives, especially our focus on delivering exceptional customer value. James Electric is a very complementary business and we are excited to be able to leverage each other’s strengths to build and grow together.”



From left to right: Kevin Fancey, President, Wolseley Canada, Keith Strachan, General Manager Western Region, Wolseley Canada, Rick James, Branch Manager James Electric Calgary, a Wolseley Company, Dave Pratt, Regional Sales Manager, Wolseley Canada Western Region, Ron McElroy, Assistant Branch Manager, James Electric Calgary, a Wolseley Company

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About Wolseley Canada

Wolseley Canada (www.wolseleyinc.ca) is a market leader in the wholesale distribution of plumbing, heating, ventilation, air conditioning, refrigeration, waterworks, fire protection, pipes, valves and fittings and industrial products. With its head office in Burlington, Ontario, the company has approximately 2,500 employees and over 220 locations coast to coast. Wolseley's team of sales and service specialists, an industry-leading e-business platform and relationships with the best vendors and brands in the business, make Wolseley the professional's choice across the country. Wolseley is also committed to being a good corporate citizen, while building and sustaining valuable community partnerships. Since 2004 Wolseley has been a national sponsor of Special Olympics Canada, and has donated more than \$3.1 million through corporate sponsorship and employee fundraising. Wolseley is also an active supporter of Habitat for Humanity.

Wolseley Canada's parent company, Ferguson plc (www.fergusonplc.com) is the world's largest trade distributor of plumbing and heating products and a leading supplier of building materials. Ferguson plc is listed on the London Stock Exchange (LSE: FERG) and on the FTSE 100 index of listed companies.

About James Electric

Based in Calgary, Alberta, James Electric was incorporated by Rick James in 1974 as a small pump and motor rewind shop with four employees. The company has since grown into a thriving business with over 60 employees, a fleet of 10 service vehicles, and a 35,000-sq. ft. service centre and warehouse.

James Electric is a market leader of sales, distribution and service of pumps and motors in Southern Alberta that focuses on providing advice and expertise for sales, installation and distribution of pumps and motors. As a responsible member of the corporate community, James Electric has been a committed, active member of Alberta Partners in Accident Reduction (PIR) since 1999 and is COR™ accredited.

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