

Strategic Alliance with Ferguson

[Distributor Alliance Program \(DAP\)](#)

IAO Partners, LLC is proud to announce our strategic alliance with Ferguson Enterprises Inc. 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 23,000 associates in over 1,400 service centers nationwide.

Through this alliance with IAO Partners, LLC, Ferguson is able to provide over 50 years of product and service expertise in the following areas:

- Plumbing Supplies
- Pipe Valves and Fittings (PVF)
- Heating and Cooling Equipment(HVAC) (commercial and residential)
- Waterworks
- Mechanical and Industrial
- Fire protection

By working closely with Ferguson, IAO Partners, LLC, will gain the enhanced capability to provide customers with a supplier diversity total solution, competitive pricing, national accounts for multi-state accounts, local and national logistics delivery and a working relationship with Ferguson's entire service centers network, including 1,400 facilities in all 50 states, the District of Columbia, Puerto Rico, Mexico, the Caribbean and Canada.

Additionally, the alliance with Ferguson provides IAO Partners, LLC with one of the largest national inventories of stocked and hard-to-find items through 8 strategically located Distribution Centers (DCs) across the United States. Distribution Centers are the heart of Ferguson's Supply Chain network and serve as a key competitive advantage in the wholesale distribution industry.

For more information, please contact:

Cathy Williams

Business Diversity & Government Administration Manager

Ferguson, a Wolseley Company

12500 Jefferson Avenue Newport News, VA 23602 USA

T: (757) 223-6052 F: (757) 989-2501

E: cathy.williams@ferguson.com

www.ferguson.com