

# CASE STUDY: WOLSELEY

**60-Day Challenge: Launching a new dedicated fleet ahead of schedule**



## About Wolseley

Wolseley Canada is the leading wholesale distributor to plumbing, HVAC/R, waterworks, and industrial markets in the country. Wolseley Canada is part of Ferguson, the world's largest trade distributor of plumbing and heat products. With more than 220+ branches from coast to coast, the

company offers thousands of products from top manufacturers with immediate availability, and provides next-day delivery.

## Challenge

When Wolseley's existing Dedicated carrier in Alberta announced they would shut down after serving the company for twenty years, Wolseley's transportation team had to find a new Dedicated Fleet provider on a short timeline.

## Solution

The team at Wolseley knew they needed to turn to a carrier they could trust to serve as their Dedicated provider and meet their growing needs.

Wolseley was looking for a reputable Dedicated Fleet provider that could effectively transition the branches located in the Calgary and Edmonton areas without any delivery disruptions to Wolseley branches or their customers. After a long-term relationship with a Dedicated carrier invested in learning the Wolseley's business in and out, they expected the same level of partnership from us: a provider that would be an integral extension of their brand.

Day & Ross' long history and established reputation of providing reliable Dedicated Fleet solutions made us their first choice. Wolseley recognized our ability to adapt to surge volumes during peak periods and our commitment to implementing processes and service level agreements to ensure a seamless transition. Our Dedicated team mapped out an implementation plan focused on Wolseley's key milestones. We were able to onboard Wolseley in just 60 days and support them in their peak season.

The future looks bright for the partnership between Day & Ross and Wolseley. As Wolseley continues to grow their supply chain, they can count on us to share the same commitment to growth and service.

## Learn more.

[Connect with an expert](#) to learn more about our Dedicated Fleet solutions.



***I knew right from the start it was a partnership set on course for success.***

**Nunzio De Pasquale**

Regional Logistics Manager, East, Wolseley

## Key Success Factors

- Financial stability
- Established reputation
- Vertical market experience
- Equipment & drivers
- Seamless Transition

## Why choose Day & Ross Fleet Solutions?

- Efficiency insights and optimization strategies
- Risk minimization and a focus on quality
- A specialized launch team
- An onboarding process that maps out Service Level Agreements
- A commitment to quality, on-time service

