DRAFT PREVIEW — CONFIRM TCO PERCENTAGES, QUOTE & COMPETITOR REFERENCES WITH FERGUSON + LEGAL BEFORE PUBLISHING

CUSTOMER SPOTLIGHT / FERGUSON

Total Ease of Ownership: How Ferguson Keeps Material Handling Costs Low with UniCarriers

UniCarriers PF50 & CFS40 forklifts | A fleet of 8,000+ trucks across the U.S. & Canada

CUSTOMER	INDUSTRY	FLEET	EQUIPMENT
Ferguson Enterprises	**Plumbing & HVAC Distribution**	**8,000+ trucks**	**UniCarriers PF50 & CFS40**

01 — THE CHALLENGE

Mike Buck, Manager of Material Handling Equipment, oversees 8,000+ trucks from multiple brands across many locations. At that scale, every extra dollar per operating hour, and every hour of downtime, multiplies across the fleet. Ferguson needs consistently low total cost of ownership.

02 — THE SOLUTION

Ferguson chooses UniCarriers because acquisition costs come in below Toyota while ownership costs stay comparable to leading competitors: "neck and neck, if not better." A responsive dealer network keeps trucks running. Today, 2,734 UniCarriers trucks work in the fleet.

03 — WHY UNICARRIERS

FACTOR.01
Lower acquisition cost

FACTOR.02
Competitive ownership cost

FACTOR.03
Consistently low TCO

FACTOR.04
Responsive dealer support

FACTOR.05
Less downtime

FACTOR.06
Proven at fleet scale

04 — THE RESULTS

Hourly operating cost of comparable competitor fleets vs. UniCarriers (Ferguson internal analysis)

42%
Higher: comparable Hyster fleet vs. UniCarriers PF50 (pneumatic)
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54%
Higher: comparable Toyota fleet vs. UniCarriers PF50 (pneumatic)
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123%
Higher: comparable competitor fleet vs. UniCarriers CFS40 (cushion)
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TOTAL EASE OF OWNERSHIP

“Purchase price is only part of the story. What matters is total ease of ownership: how long a truck is down, how fast the dealer responds, and how good the service is.”

— MIKE BUCK, MANAGER OF MATERIAL HANDLING EQUIPMENT, FERGUSON · PLACEHOLDER QUOTE, CONFIRM WITH CUSTOMER

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