

College wins professional education contract from Ferguson



MANAGEMENT ASSOCIATE PROFESSOR DEVI GNYAWALI LED WORKSHOPS ON LEADERSHIP AND STRATEGIC DECISION MAKING FOR FERGUSON MANAGERS.

The college recently won a long-term contract to provide professional education and training to Ferguson Enterprises, the nation's largest wholesale distributor of plumbing supplies.

About two dozen managers and assistant managers from Ferguson stores around the country, including from as far away as California and Alaska, attended the first workshop, on leadership skills

development, on campus in January.

Eight programs in all, each about four-and-a-half days long, have been scheduled up to this fall.

These initial programs, which are expected to enroll about 200 Ferguson managers and generate more than \$600,000 in gross revenue for the university, will provide leadership development training.

Future workshops in the annually renewable contract could include other business topics.

Ferguson Inc. president and CEO C.S. "Chip" Hornsby (REC '78) said the company is committed to an aggressive growth strategy and hopes to achieve \$10 billion in sales by 2008. "To reach this goal, we realize we must invest in aggressive leadership development."

The Pamplin College, whose faculty will be the primary workshop leaders, "is delighted to be viewed as an asset to Ferguson in its long-term strategic growth and development."

"Our faculty members are experts in all levels of professional leadership education. We focus on custom-designed

workshops—education and training that considers the particular challenges and objectives of each of our different clients."

Customized training and consulting services can also be provided at the client's site.

Ferguson has been a major recruiter of Pamplin and Virginia Tech graduates. The company and its employees have also donated funds to the university, including support for endowed scholarships and a professorship in the Pamplin College. CEO Hornsby was the college's Wachovia Distinguished Speaker in fall 2003.

Headquartered in Newport News, Ferguson sells plumbing equipment, heating and air-conditioning parts, safety equipment, and tools. It has more than 800 service centers throughout the U.S. and in Puerto Rico and Mexico.

The principal U.S. subsidiary of Wolseley plc, a British building products distributor, Ferguson made almost \$6 billion in sales in 2004.

Homecoming '05!

All Pamplin alumni are invited to the college's 2005 Homecoming on Saturday, September 24, when Virginia Tech plays Georgia Tech. "It's an opportunity for alumni to renew friendships with former classmates and meet faculty members and current students while enjoying a delicious brunch in the Pamplin atrium before the football game," said John King, the college's assistant director of alumni relations.

Alumni can check periodically for more details at www.cob.vt.edu or www.vatechalumni.com.

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