



Industrial Global Sales

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IGS Distributor Newsletter

ISLAND RIGGING OPENS A NEW RETAIL STORE IN ST. THOMAS, U.S.V.I.

June 2007

Island Rigging and Hydraulics, Aeroquip® affiliate in the US Virgin Islands, well known in the marine and industrial community in St. Thomas, US V.I. has increased its recognition as an Eaton products distributor by recently opening a new Aeroquip® retail store in close to its rigging facilities in the sub base area in St. Thomas.



New Island Rigging & Hydraulics Store

Although general marine, construction and mobile customers have been depending on Island Rigging for their rigging services and Aeroquip® hose and fittings products for over 20 years they are now being served better than ever before.

Walking in the door of the new store, customers are greeted by eye-catching displays of Aeroquip® products that they will find handy for equipment maintenance and repair.

About Island Rigging

Customers get an up close and personal acquaintance with everything the store has to offer. Shelving is lined with hoses, couplings, adapters, assemblies, lubricants and much more.

Island Rigging and Hydraulics is specialized in rigging services and supplies distributing recognized brands like Harken, Navtec Rod Rigging, Sta-Lok, Lewmar, Harken, New England ropes, and is an authorized distributor of Eaton Aeroquip® hose & fittings and assemblies for St. Thomas

Customers are impressed with the new store as it offers comfortable ambiance and an attractive product displays with a wide selection designed to fulfill the vast majority of the requirements of hose and fittings in the island.

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The joy for the customer eye is greater compared to the former walk-in service setting housed at the distributor current rigging facilities.

Move Makes Way to the Expansion of Hose and Fittings Business

In line with its expansion plans Island Rigging and Hydraulics is acquiring the new Aeroquip® Crimping machine ET1290 with capabilities to assembly braided and spiral hoses up to 2". Island Rigging is also planning to setup a cylinder repair shop.

Mr. Jay Gallagher, president of Island Rigging strives to position the firm above the competition by offering top-notch service and the broadest selection of products possible.

Island Rigging to better serve its customers and market Eaton Aeroquip® line, while complementing other product lines and services.

With a long experience in the marine rigging business the decision intends to boost the hose and fittings segment that has been in place since 1996.

Industrial Global Sales gave its support to Island Rigging prior to the store opening through technical and retail training of Mr. Burd and identifying product lines to be added to the current stock. The agenda included tour through Hydraulic Supply facilities, sharing best practices for hose assembly and retail operations in addition to providing technical documents and assembly specifications. Island Rigging has dedicated a lot of time in this initiative and we are confident that it will put its name in front of a much larger number of customers and will continue to pay off in the near future. IGS wishes Island Rigging the best of success.

The new location made sense from the very first time, says friendly Mr. John Burd, who recently joined the company as the Store and Sales Manager.

Mr Burd brings to Island Rigging a vast experience in the hose business as he used to market Eaton Weatherhead hoses and fittings for NAPA Auto Parts. Mr. Gallagher looks at the new store as a way to further strengthen and fortify Island Rigging reputation:

The expanded stock of hose and fitting and assembly capabilities will enable



Customer Area at Island Rigging & Hydraulics Store

Industrial Global Sales (IGS) is the international sales division of Hydraulic Supply Company, a full service Fluid Power specialty marketer of hydraulic & pneumatic components and systems, hose, fittings and connectors, electronic systems, and accessories, primarily focused in Florida, Georgia and Tennessee and Latin America and the Caribbean with annual sales exceeding \$60 million

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