



Industrial Global Sales

Your Worldwide Provider of Fluid Conveyance Products



IGS Distributor Newsletter

May 2008 (II)

Hose Assembly & Supply (Jamaica)
Celebrates its 21st Anniversary

Grand opening of the New Store on Hagley Park Road, Kingston

Major distributor, **Hose Assembly & Supply (H.A.S.)** of Jamaica has relocated its Kingston branch from 181 to 173 Hagley Park Road, just two blocks away. The new location was officially opened during the Celebration of its 21st Anniversary. The store will continue serving customers in the Kingston area. Business has been booming since H.A.S. first opened its doors at the original location marketing Weatherhead® hoses and fittings initially supplied by Dana and now by Eaton Hydraulics through Industrial Global Sales (IGS). From the very beginning, operations started off strong and business continues to grow. Customers are happier now that H.A.S. offers a larger facility without the hassle of looking for new directions as it stays on the same block that it has been operating.



Mr. Vivian Grant addressing the attendees during the Celebration



In combination with other recognized brands of industrial equipment – industrial belts, generators, lubrication and welding equipment, the new store creates a one-stop shop that differentiates from its competitors. Customers now have immediate access to just about any hose assembly they need. H.A.S.'s decision to expand its presence in Kingston is based on reliable marketing research and the ability of the company to serve Jamaica's wide range of industrial needs, from mining and construction to manufacturing and transportation, all primary targets of Eaton Weatherhead® and Boston® line supplied through Industrial Global Sales (IGS). The expansion will allow H.A.S. valued customers greater opportunities to purchase quality products from a wider range of offerings. H.A.S. has increased its stock level with new lines while continuing to successfully distribute Boston® and Weatherhead® hoses. There is a lot of potential for growth and H.A.S. move will help to capture a wider market share. H.A.S. has invested a lot of resources into acquainting current and potential customers about the expansion and invited them along with its key suppliers to the Grand

Opening of the store on April 28th, 2008. Among the numerous invitees to the event were Hon. Andrew Gillmore Ministry of Labour, Hon. Karl Samuda, Ministry of Industry and Commerce and Mr. Cecil Foster, President of A.S.I. (Adventists Lay-person Services and Industries), Mr. R. Luis Abellon, President of Hydraulic Supply Co. attended on behalf of Industrial Global Sales.

Mr. Vivian Grant, Managing Director of H.A.S. addressed the attendees telling the story about the journey of the company since its inception at Molynes Road and its subsequent relocation to Charlesberth Crescent in Kingston. He said that the addition of Montego Bay and the Hagley Park Road branches has put H.A.S. in a position to better serve Jamaica while giving the company a wider market share.

Mrs. Janet Grant, General Manager of H.A.S. gave the vote of thanks. This was followed by the cutting of the Inaugural Ribbon and a tour around the building. Blessing of the meal and refreshment concluded the event. In keeping with its motto "Equipping Jamaica for Success" H.A.S. aims at selling hoses assemblies and affordable tools and equipment to every industry, technical institutions, hardware dealers, auto dealers and individual users.

The families of Industrial Global Sales and Hydraulic Supply Co, Florida (USA) extend their sincere congratulations to Hose Assembly and Supply, Jamaica on the grand re-opening of its Hagley Park store. We wish Mr. and Mrs. Grant and their team at H.A.S. every success as our authorized distributor in Jamaica for Weatherhead® hydraulic hoses and Boston® industrial hoses among other Fluid Power product lines manufactured by Eaton Hydraulics.

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