



# Industrial Global Sales

Your Worldwide Provider of Fluid Conveyance Products



## IGS Distributor Newsletter

### Island Gases (1992) Ltd

New Aeroquip® affiliate in Nassau, The Bahamas

June 2008

**Island Gases Representatives completed Product Training in our facilities**

We are excited to announce that Bahamian giant **Island Gases (1992) Ltd** based in Nassau has been recently approved by Eaton Hydraulics to distribute Aeroquip® in The Bahamas supplied through Industrial Global Sales (IGS).

With Mr. Alphonso Elliot as President, Island Gases primary activity has been importing and distribution of Acetylene, CO<sub>2</sub>, Oxygen, Nitrogen including container loads of propane into Nassau to retail cylinders into the local market.

The new Aeroquip® distribution channel will now benefit from this world-class product line, which undoubtedly complements the current offering of Island Gases group through Bahamas Welding and Fire which

distributes safety equipment, power tools and construction supplies in Nassau.

The local economic growth is the main reason behind Island Gases decision to set up shop in Nassau. The Bahamas represent an interesting base of large construction and industrial customers with numerous requirements of Aeroquip® products.

The decision of Island Gases Ltd to open a local distribution of Aeroquip® product will be the best way to satisfy needs of the island end-users. The local stock is a great way to promote the Aeroquip® product line.

Island Gases will soon stock over 900 lines covering just all needs of the local market.

This efforts are underpinned by Industrial Global Sales providing a 5-day training on the Aeroquip® product line with the support of the Hydraulic Supply Co Distribution Center in Sunrise and its retail branches in Ft. Lauderdale and Miami.

Mr. Anwar Elliot and Mr. Shane Freedman attended on behalf of Island Gases.

With the increasing product lines offered by Industrial Global Sales training on the key points to help Aeroquip® product line grow will be key to Island Gases success.

Training consisted of a guided tour throughout our

Distribution Center in Sunrise and key retail stores with construction and marine orientation, hands-on experience and best practices in hose assembly and retail and outside sales operation, explaining our capability to offer around 13000 stock items not only from Aeroquip® but from over 100 world-wide recognized brands in the fluid power industry.



Training of Island Gases in Aeroquip Product Line and Retail/Sales Operations at IGS Sunrise. From left to right: Sandra Ortiz (IGS), Anwar Elliot and Shane Freedman (Island Gases) and Valdemar Duarte (IGS)

Training both the store and the outside sales representatives are key to understand the product being sold. The training will assure understanding the competitive product benefits and the promotion of an outstanding customer service to the end-user leading to maintain competitive margins. Through product knowledge and exceptional customer service Island Gases will be able to promote the value of the Aeroquip® product line in The Bahamas.

As a result the training provided received by Island Gases will allow its personnel to focus on the needs of those customers who could and would use Aeroquip® products. *Our best wishes go to Island Gases for a fast growth and great success!*

**Island Gases can be contacted as follows:**

**Anwar Elliot, Sales Manager**  
**Island Gases (1992) Ltd**  
**Sir Milo Butler Dr & Fire Trail Rd**  
**PO Box N-7781**  
**Nassau, The Bahamas**  
**Tel. +1-242-341-2581**  
**Fax. +1-242-326-7487**  
**islandgases@coralwave.com**



Industrial Global Sales (IGS)  
300 International Parkway  
Sunrise, FL 33325, USA  
Tel. +1.954.453.81.25  
Toll-free (USA):  
(800) 432-6413  
Fax: +1.954. 845.91.13  
orange@industrialglobalsales.com  
www.industrialglobalsales.com

Questions or comments?  
Email  
orange@industrialglobalsales.com