



WE ARE --- W&O



The *Dolphin III* is considered one of the most powerful offshore tugboats servicing offshore construction and drilling companies in the Gulf of Mexico.

In 2004, a fire broke out in the engine room, and the inferno buckled the surrounding steel, bulkheads and smokestack, melting most everything in the room. The fire was eventually extinguished, and when the vessel was dry-docked, the ensuing examination of the bulkhead piping penetrations revealed that the RISE multipiping system prevented the fire from traveling to other compartments. "Not only was this fire safety system easier to design and install than traditional block methods, but it also provided a safer seal against the passage of fire, water and gas," said Bobby Thomassie, operations manager at Thoma-Sea Boat Builders, the company that built the *Dolphin III*.



WE ARE PRODUCTS

Engineered products, automation and pipe solutions from W&O. Our customers have come to trust W&O for a full range of piping systems, valves, fittings, automation solutions and engineered **products**.

We stock a complete range of products in copper nickel, stainless steel, galvanized and carbon steel material. Our product portfolio includes ANSI, DIN, JIS and U.S. Mil-Spec products. We also offer valves in virtually every body material, from steel to cast iron to Monel™. All sizes and types, including metric, are available to ensure that we meet your requirements.

We supply engineered products that are designed to optimize installation productivity while providing the ultimate in structural integrity—all in compliance with classification-society regulations and standards. In short, we are the products and solutions you need, when you need them.

We Are W&O. We Are Products.

W&O provides customers with the technical expertise they require, whenever and wherever they need it. When one of the world's largest oil rigs experienced severe listing after a hurricane struck off the Louisiana coast in 2005, the customer called on W&O for assistance. An employee with more than 30 years of marine experience was requested to assess applications and material requirements. The W&O employee spent a week in safety training and then flew via helicopter to the rig. There, he trained 175 installers and 60 QA/QC inspectors on the proper installation of a W&O-engineered product used for cable penetration sealing. After eight weeks, the project was completed, and the customer was extremely pleased with the way W&O was able to meet their schedule and exceed expectations.



WE ARE EXPERIENCE



We've been there. We understand. It's never business as usual in today's maritime and offshore industry. Serving the needs of shipyards, owner/operators, cruise lines, offshore rigs, the military and more takes round-the-clock, do-whatever-it-takes attitude and **experience**. That's what sets W&O apart. We're far more than the largest supplier of marine products in the United States. We are a strategic partner focused on helping our customers gain an edge in today's competitive global market.

Since 1975, we have offered the performance that brings total peace of mind to our customers, who know we will go the extra mile to deliver the solutions they need. From the most basic commodities to advanced engineered products and valve actuation packages, you can count on W&O to deliver anytime, anywhere, under any conditions. That's what makes us precisely the right fit for our customers.

We Are W&O. We Are Experience.



W&O is more than a pipe, valve and fitting supplier. We are an integral partner in the design, construction and repair of marine vessels, providing technical support and service in all phases of the process.

Working with naval architects in the initial design phase of newbuild projects, we help specify product requirements and provide on-site support during construction, repairs and retrofits. W&O partners with designers, owner/operators, and contractors to ensure the success of projects. W&O continues to support the process by working with regulatory agencies to ensure proper installation of current piping system technologies and providing key solutions such as valve automation systems.



WE ARE SOLUTIONS

Solutions from W&O. One of the things that truly sets W&O apart is our entire range of valve and automation/actuation **solutions**. Firmly positioned on the leading edge of this advanced technology, we work closely with our customers to solve problems and offer innovative answers to their challenges. Our Automation Division provides actuation packages, instrumentation products and controls to meet even your most demanding process-control needs. Electric, pneumatic or hydraulic actuation for all MOV applications are available. We also offer analog or digital two-wire controls that interface with most major SCADA or DCS systems. Whatever your needs, we are your most knowledgeable source for actuation solutions.

Authorized distribution agreements with top-of-the-line manufacturers give us the flexibility to build packages that meet your exact process requirements. And our experienced shop and service personnel provide field start-up and service support for all types of automation products.

We have grown along with the modern shipbuilding industry as its techniques have advanced, using new products and materials that are light in weight, easy to install, durable and low in life-cycle cost. At W&O, we are at the forefront of this trend toward longer life, lower cost and higher quality.

We Are W&O. We Are Solutions.

W&O reaches around the globe as one of the world's leading suppliers of commodity and engineered products to the international maritime industry.

As part of PON Holdings B.V., we serve customers in virtually every part of the world, including Europe, South America, China and Dubai. W&O currently operates 14 branch offices in the United States and two international locations: Antwerp, Belgium, and Rotterdam, The Netherlands. Along with our sister companies throughout Europe, the Middle East and Asia, W&O focuses on serving the worldwide maritime industry and its needs for marine products, engines and power-system solutions. Customers around the world have found W&O to be the right fit for all their needs.



WE ARE GLOBAL



A world of service, a wealth of solutions. From a single location more than 30 years ago, W&O has grown to become one of the world's **global** suppliers of maritime equipment and materials, offering solutions for virtually every segment of the marine industry.

W&O provides maritime products and engineered solutions domestically and worldwide. Countries include China, Korea, Taiwan, Singapore, Dubai, Panama, Turkey, Colombia, Sweden, Norway, The Netherlands and Belgium.

Headquartered in Jacksonville, Florida, W&O reaches around the world as part of PON Holdings B.V. of The Netherlands. W&O's combined scope of services includes supplying valves, automation systems and engineered solutions to vessel owners, EPC companies and shipyards around the world.

To serve our international client base, we have designed our entire organization to become your partner in success. We take pride in responding to your every need, seven days a week, 24 hours a day.

We Are W&O. We Are Global.





WE ARE THE RIGHT FIT

We are W&O.

What does “**the right fit**” mean to our customers? It means we offer the right products, the right services, the right price, in all the right locations to serve you around the globe with industry-leading products and efficiency.

Engineers, project managers, purchasing agents, owner/operators, cruise lines, the military and more have all come to rely on our rock-solid commitment to their needs. They know from experience that we consider going above and beyond the call of duty to be just the start of what we offer.

Whether your needs are for engineered products, commodity items or valve automation/actuation solutions, nobody in the world offers a more comprehensive range of products and services. Nobody surpasses our can-do attitude when it comes to meeting our customers' needs.

From the Northwest U.S. to the Caribbean basin, to Rotterdam and the world, W&O has built a network of facilities that ensures prompt, reliable delivery, no matter where you are.

We Are W&O. We Are the Right Fit.

LOCATIONS

Gulf Coast

Mobile, Alabama

4836 Rangeline Rd.
Mobile, AL 36619
251.433.2816
251.438.1210 fax
mobile.al@wosupply.com

Houma, Louisiana

101 Capital Blvd.
Houma, LA 70360
985.772.7010
985.876.4960 fax
houma.la@wosupply.com

New Orleans, Louisiana

4800 River Rd.
Jefferson, LA 70121
504.733.6350
504.733.8990 fax
neworleans.la@wosupply.com

Houston, Texas

8000 Market St., Ste. 220
Houston, TX 77029
832.386.9300
832.386.9400 fax
houston.tx@wosupply.com

West Coast

Long Beach, California

800 West 14th St.
Long Beach, CA 90813
562.435.6359
562.436.5679 fax
longbeach.ca@wosupply.com

San Diego, California

Valve Automation & Controls

2390 Boswell Rd., Ste. 100
Chula Vista, CA 91914
619.656.7420
619.421.7518 fax
vac@wosupply.com

Seattle, Washington

7745 1st Ave. S.
Seattle, WA 98108
206.223.0584
206.223.2394 fax
seattle.wa@wosupply.com

Southeast

Ft. Lauderdale, Florida

3333 S.W. 2nd Ave.
Ft. Lauderdale, FL 33315
954.462.8008
954.467.3236 fax
ftlauderdale.fl@wosupply.com

Jacksonville, Florida

Corporate Office

2677 Port Industrial Dr.
Jacksonville, FL 32226
904.354.3800
904.354.5321 fax
corporate@wosupply.com

Tampa, Florida

1902 B, 43rd St. N.
Tampa, FL 33605
813.248.4139
813.248.3267 fax
tampa.fl@wosupply.com

Charleston, South Carolina

4141 Azalea Dr.
Charleston, SC 29405
843.747.6347
843.744.6384 fax
charleston.sc@wosupply.com

Northeast

Linden, New Jersey

7 West Baltimore Ave.
Linden, NJ 07036
908.486.5338
908.486.4350 fax
linden.nj@wosupply.com

Philadelphia, Pennsylvania

950 Henderson Blvd.
Folcroft, PA 19032
610.586.8070
610.586.8120 fax
folcroft.pa@wosupply.com

Norfolk, Virginia

1569 Diamond Springs Rd., Ste. A
Virginia Beach, VA 23455
757.217.2800
757.217.2801 fax
norfolk.va@wosupply.com

Portsmouth, Virginia

Premier

500 Premier Place
Portsmouth, VA 23704
757.967.9959
757.967.9968 fax
portsmouth.va@wosupply.com

International

Antwerp, Belgium

Noorderlaan 83
2030 Antwerp
Belgium
011.32.3.540.8600
011.32.3.540.8608 fax
antwerp.be@wosupply.com

Rotterdam, The Netherlands

Beurtschipperstraat 102
3194DK Rotterdam
The Netherlands
011.31.10.4161454
011.31.10.4381293 fax
rotterdam.nl@wosupply.com

Vancouver, BC, Canada

590 Ebury Place, Unit #102
Delta, BC V3M 6K7
604.525.9504
vancouver.bc@wosupply.com



We Are Right Where You Need Us | www.wosupply.com



The Right Fit.

