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W&O Prepares for Market Growth, Expands Focus on Existing Industries

W&O Internally Realigns Industry Experts to Oversee Specific Markets

JACKSONVILLE, Fla., February 1, 2009 – W&O, the nation's largest supplier of marine valves, pipe, fittings, engineered products and valve automation systems, announced today several strategic internal realignments in preparation for significant growth in key market segments.

Recognizing the customer's evolving needs, W&O has shifted its focus, aligning with specific markets segments and assigning industry experts to guide the efforts. The resulting tactical approach will further enhance W&O's solutions provider expertise, serving its customers with unrivaled product and service offerings that have made the company successful.

"With the anticipated completion of more than 45 new cruise ships by 2012, W&O is preparing for this pending market expansion – and that is just one example. The Offshore and Marine industries also continue to grow and W&O is prepared for increases in all lines of business," said W&O President and CEO Jack Guidry. "These strategic internal employee realignments provide W&O a greater ability to understand our customers' needs, and their collective expertise helps advance our efforts to offer new products and solutions."

Jeffery Mayger has been appointed to a newly created position, Director, Business Development. Mayger is tasked with leading new growth initiatives and analyzing prospective new business decisions. Prior to joining W&O, Mayger worked for Dell, Inc.,

where he held several positions that culminated into his last assignment as senior manager of worldwide service operations. His business development experience also includes Rain Bird Service Corporation where he was in charge of post-sale services for its pump and central control products. Bringing more than 20 years of experience in business development, Mayger was previously responsible for developing municipal and industrials markets for instrumentation products and complete valve automation systems.

Kurt Gibson has joined the company as Manager, Cruise Industry Accounts, to provide increased focus and support of the company's growth in this important market sector. W&O provides specialized, value added solutions for the cruise industry, utilizing leading-edge technology to reduce installation time, reduce weight and lower lifetime maintenance costs for a number of high-profile customers. Gibson, based in Fort Lauderdale, will work closely with all W&O branches to support cruise industry accounts, with an increased focus on providing superior products and services to existing vessels as well as new builds around the world. Gibson has more than 25 years of experience in sales of industrial products, market development, corporate account management and international sales.

Steve Stafford, who was recently promoted to Manager, Marine Offshore, brings his unique experience in the marine offshore industry to the position and will continue to grow W&O's offshore business as the company adds new members to its international sales team to service this growing customer base.

Stafford is tasked with leading the international sales team to introduce new solutions to existing and new marine offshore customers. Previously, Stafford managed national sales for W&O's marine industry, traveling and establishing new relationships with many international marine corporations. Prior to joining W&O, Stafford served as regional manager for Danaher Controls, handling process automation equipment for offshore rigs in South and Central America. Having also performed as a business development manager, Stafford has experience developing new sales strategies and distribution channels.

“With customers in China, Korea and the Middle East, Stafford and the marine offshore team spend a significant amount of their time with drilling companies, engineering firms and shipyards around the world, developing and implementing solutions to enhance our customers’ business processes,” said Guidry, “We’ve been successful with new construction and maintenance/repair projects at numerous levels, and we anticipate growing with the ever-increasing demands on the marine offshore industry.”

ABOUT W&O

Founded in 1975, W&O is the nation’s largest supplier of valves, pipe, fittings, engineered products and automated valve systems for the marine and offshore industries. Headquartered in Jacksonville, Florida the company has 15 nationwide stocking locations and one international location in Belgium. W&O is committed to providing integrated solutions for the marine industry including the U.S. Navy, commercial shipping companies, barge owners, cruise companies, offshore industry and shipyards all across North America and Europe. For more information about W&O, visit www.wosupply.com.

ABOUT PON

Pon is an international trading group engaged in a wide variety of activities, which can be divided into two overall groups: Pon Automotive and Pon Equipment + Power Systems. We supply products which complement each other in terms of type and quality. Pon employs over 9,000 people at some 500 branches distributed throughout eleven countries.

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