

# Shipping

## Business steadily grows for W&O

By Marcia Mattson

**C**ontinued growth and a new headquarters within the Port Jax Trade Center are exciting developments for W&O, the nation's largest supplier of valves, pipe, fittings, engineered products and automated valve systems for the marine and offshore industries.

The Jacksonville-based company was founded in 1975 and employs more than 300 people worldwide at 15 stocking locations within the U.S. and at three international locations. Its new headquarters location on Alta Drive in north Jacksonville includes more than 80,000 square feet of office and warehouse space and provides closer proximity to its customer base, comprised of steamship lines, shipyards and companies that service vessels calling JAXPORT's terminals.

W&O is a strong supporter of JAXPORT and looks forward to growing along with the port, said Jack Guidry, President of W&O.



**Jack Guidry, W&O President**

"The port is a huge economic engine, and with the widening of the Panama Canal, more growth potential is on the way."

W&O's revenue has grown by more than 20 percent over the past three years. It is opening two new international facilities this year. One in Rotterdam, Netherlands, opened in August. A location in Vancouver, Canada, opens in September, placing W&O in a position to serve the summer cruise line and ferry industries as well as the Canadian Navy. W&O also operates out of Antwerp, Belgium.

Domestic growth has increased as well to meet demand for integrated solutions in the maritime industry. Increased demand in the Gulf region led to expansion of W&O's Engineered Products and Services facility in Alabama from 13,000 square feet to 40,000 square feet. W&O also acquired Automated Valve & Control, an automation company in Houston, Texas, and has branched into marine offshore drilling and production platforms. □

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