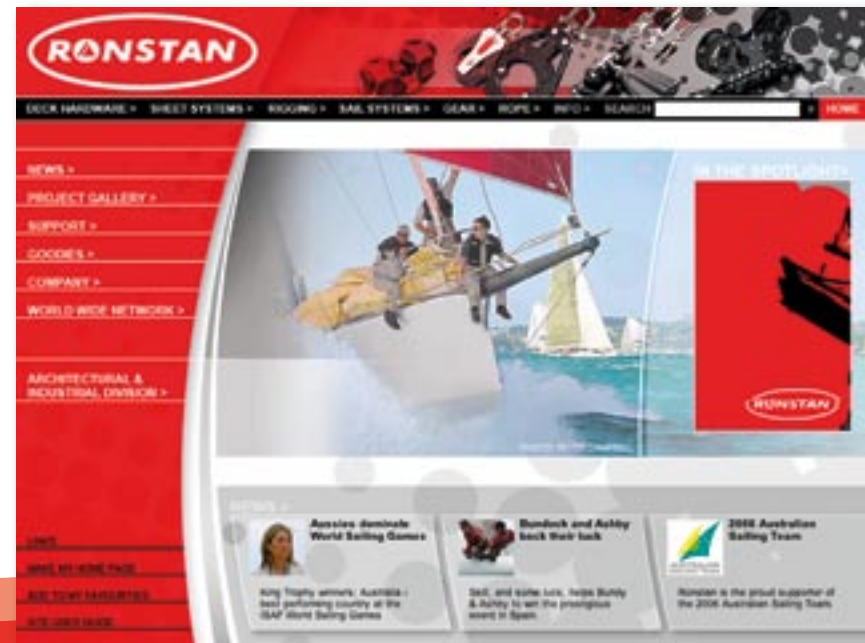


## New **Web Site** Simplifies Product Searches



Check out Ronstan's hot new web site. It combines our big and small boat range of products into one easy-to-use location. A new time saving search feature of all catalog products also offers sizing, dimension, spare parts and related item information for each product. Product advice and an interactive, step by step sizing guide also help customers determine the best Ronstan product to fit their need.

Surfing is Believing...  
Check it out for yourself.

[www.ronstan.com](http://www.ronstan.com)

## Did You Know?

### Ronstan Does Big Boats

The Volvo Ocean Race crews know there's no room for compromise when it comes to trusting their hardware on the high seas. All seven Volvo 70s feature Ronstan's Series 30 batten cars, reef cars and intermediate cars with one boat boasting a full deck hardware fit out.



45 Highpoint Ave, #2  
Portsmouth, RI 02871

**RONSTAN**

# Advantage



Summer News 2006

# New **Northeast** Sales Representative

World-class sailor Alan McGlashan joins Ronstan International to lead the expansion of the Big Boat Hardware program as the new Northeast Sales Rep. An 18-year industry professional, McGlashan brings a strong professional background that includes experience as a boat builder, professional sailor, project manager and sailmaker.



Alan McGlashan - NE Sales Rep

Scot West, President of Ronstan, commented, "I am extremely pleased to get Alan on our team. We found an individual who can speak to a broad audience, including naval architects, designers, project managers and OEM purchasing agents; with his varied background as a boat builder and project manager, he is ideally suited to our organization. His professional sailing experience proves he understands what matters most when it comes to boat performance."

One of McGlashan's primary responsibilities will be to grow the Ronstan range of "Big-Boat" hardware. McGlashan starts on June 5th and will be based in Ronstan's Portsmouth RI, North American headquarters.



### Ronstan's Regional Representatives

<b>Northeast</b>	Alan McGlashan	401 293-0596
<b>Southeast</b>	Ben Moon, Peter Katcha (Architectural & Industrial)	727 551-0406
<b>West Coast</b>	Alan Prussia, Andrew Trowbridge (A & I)	510 523-3600
<b>Midwest</b>	Tim Loftus, Total Marine Supply	262 567-9990

# New Line of Lines



## Ronstan and FSE Robline Announce Distribution Partnership

One of Europe's top brands of yachting ropes, FSE Robline, will now be distributed exclusively by Ronstan in North America, Australia, New Zealand and the Pacific region.

Manufactured by the Teufelberger company of Austria, FSE Robline has seen consistent growth in recent times and has achieved an excellent reputation for innovation and service. They offer a complete range of yachting ropes for everyone from the performance oriented racer to family cruisers and continue to utilize and develop their product line with modern materials and techniques.

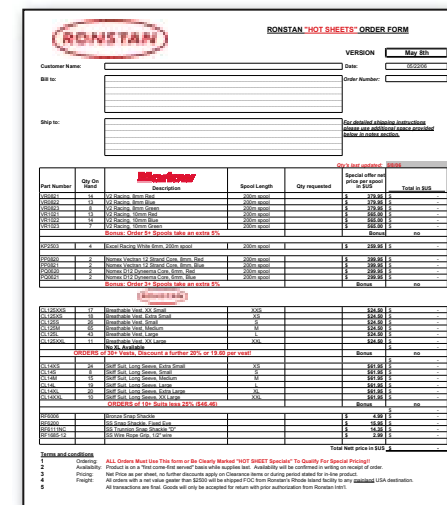
Look for this new line of lines to be available September 1st. More information and samples will be available this summer from your sales representative and look for the 2007 FSE Robline dating program early this fall.

### Save the Date: **FSE Robline Debut Party**

Friday, October 6th, Annapolis Sailboat Show



# Hot Sheets Offer Hot Deals



Keep an eye out for a new monthly email containing the **Hot Sheet**. It will include a list of **Monthly Specials** and **Inventory Clearance** products with **discounted dealer pricing**. It's a great way to increase your sales and margins for the listed items. Clearance items listed will remain specially priced until inventory is sold out, while the Monthly Specials will drop off the Hot Sheet at the end of the month.

**Note:** If you haven't already seen the Hot Sheet contact your regional sales representative.

