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Aero Industries enters joint venture with UK distributor, expands internationally
Partnership between manufacturer and distributor takes name of Aero UK Limited

INDIANAPOLIS—Aero Industries today announced a joint business venture with its UK distributor to sell its innovative transportation tarping systems in Europe. The new company, based in York, England, takes the name Aero UK Limited as an international extension of the Aero Industries highly-recognized U.S. brand.

“What began as a typical dealer/distributor partner in early 2004 quickly showed much more promise,” said President of Aero Industries Dave Boyd. “The relationship opened us up to a European market where innovation in trucking and transportation isn’t what it is in the U.S. Part ownership is more than a financial investment to us. It is an opportunity to stay highly involved in positioning our product in this untapped market.”

Anthony Chapman, former general manager of a UK distributor of Aero Industries product, along with his father, Colin Chapman, agreed to a deal with Aero Industries executives in early-March to create Aero UK Ltd. The two will manage operations of the installation and service shop and will be responsible for sales of Aero Industries tarping systems, known as sheeting systems in Europe.

“England is a stepping-stone away to all of Europe,” Anthony Chapman said. “We would like to extend Aero UK Limited sales into this area as well as Ireland. This strengthens our position in the UK trucking market and will also be good for Aero Industries.”

Aero UK Limited will carry an extensive selection of Aero Industries product. The catalogue includes dump body systems Easy Cover, Easy Pull and Crank-N-Go II as well as The LID, a hydraulic flip tarp for the refuse industry. These products were all sold under the previous distributor agreement. New to Europe will be the Conestoga, which converts a flatbed trailer into a fully enclosed van, and full-line of medium, heavy and ultra-heavy duty dump liners.

The first quarter 2005 has been a progressive one for Aero Industries. In January, the company opened a 130,000-plus sq ft corporate headquarters in Indianapolis. For the first time in its 60-year history, manufacturing, warehousing and administration operate under the same roof. Aero Industries operates offices in three states (Indiana, Ohio, Nebraska), Canada and the UK.

Aero UK Limited is located in North Yorkshire, England. Contact the office by telephone at 44 01904 607411 and visit them online at www.aerouk.co.uk. Aero Industries manufactures accessories for dumps, flatbeds, and other trucking and transportation applications. Product lines include automated tarp systems, dump liners, flatbed bulkheads and boxes, and the Conestoga sliding tarp system for flatbed and drop deck trailers. Visit them on the web at www.aeroindustries.com or call 1-800-535-9545 for more information.

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