



ABDG Announces a New Agreement with RIX Industries

ABDG



RIX Industries

Let ABDG:

- Help you Market and Sell to the U.S. Government
- Create a Federal Market Assessment that Addresses Business Opportunities for your Technology within the DOD and HLS
- Create a Business Plan based on the FMA to Help you Obtain or Gain Market Share
- Provide Field Support Throughout the DOD, HLS, and Capitol Hill

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Arlington, VA, November 1, 2011 – American Business Development Group (ABDG) is pleased to announce that RIX Industries (RIX) has retained ABDG to assist them in identifying and capturing additional market share in the United States Department of Defense Land Combat Vehicle market.

RIX has been manufacturing Air and Gas compressors since 1878. With engineering, R&D and manufacturing facilities today in Benicia, CA and Sparks, NV, RIX has built its business around supplying compressors to most of the niches in the compression industry. RIX manufactures a wide range of reciprocating piston compressors for industrial gases and breathing air. The more traditional RIX compressor systems are high pressure, oil free systems that run the gamut of process applications including engineering firms, oxygen systems for shipyards, steel mills, glass plants, and bottle-filling companies. RIX also has a long history with Navy dockside and shipboard compressors.

RIX is currently under contract to the Naval Air Systems Command and has designed and built over 96 Mobile Nitrogen Generators which are installed at Naval and Marine Corps Air Stations around the world. For the Air Force, RIX designed and built the “Self-Generating Nitrogen Servicing System” (SGNSS) which is designed to be operated on the flight line as a stand-alone Nitrogen Generation Cart which produces nitrogen at pressures up to 5,000 PSIG.

Bert Otterson, RIX’s President said “we were looking for a company that could help us gain the type of visibility in the Army for the ground vehicle fleet that we already enjoy in the Air Force and Navy. The benefit to the customer is extending the application of our Navy and Aerospace products to the vehicle market; the value proposition is then improved by their commonality. After a thorough investigation, we selected ABDG because of their presence in both Washington, DC and Detroit and their successes and knowledge of the DOD’s track and wheeled vehicle fleet and the OEM’s who support that particular marketplace.”

Michael Hurst, ABDG’s Vice President and COO says, “We are very excited about representing a company with RIX’s long history of building quality products. With their ability to take relatively standardized products and adapt them for a specific use will give RIX the flexibility to address the very unique market the DOD represents.”

American Business Development Group, headquartered in Arlington, Virginia is an internationally respected, full spectrum business development consulting firm, now representing a diverse list of over forty prominent U.S. and international businesses. ABDG enjoys a reputation as the largest business development firm in the United States which specializes in the re-equipping and modernization of the U.S. Military and Homeland Security organizations.

Please give Mike Bennis a call if your firm is interested in growing market share in the U.S. Government market space.