



Contact: Sarah Ellis
602.437.9530 | 800.343.9464
Email: sellis@ewing1.com
www.ewing1.com

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FOR IMMEDIATE RELEASE

Ewing Strengthens Sales Team Presence on West Coast

July 2, 2007, Phoenix, AZ—Strengthening its sales force on the West Coast, Ewing Irrigation, Golf & Industrial has appointed Rich Nichols as Washington Sales Manager, and Ken Naber as Northern California Residential and Commercial Sales Representative.

With over 30 years dedicated to the green industry, Nichols started his career as a counter sales representative for a distributor of waterworks, irrigation, and wastewater treatment equipment, ultimately becoming manager of their irrigation division. After endeavoring in distribution, he ran his own business, then later worked for Hunter Industries, serving as a sales manager for Washington and British Columbia. With a return to distribution, Nichols is anxious to build and maintain a strong sales team in Washington and plans to increase Ewing's foothold by showcasing Ewing's exemplary service and product offering.

“Even though we are the new kids on the block among five other distributors, Ewing's service is far better than any other distributor out here,” said Nichols, adding that Ewing's service expands beyond irrigation and landscaping, into the low-voltage lighting and pond markets. “From centralized warehousing, to a complete line-up of market specialists, Ewing has the extreme advantage.”

In addition to the four existing Washington locations, three new branches are expected to open by the end of the year—all of which Nichols will oversee. Nichols is a member of the Washington Association of Landscape Professionals (WALP) and the Irrigation Association (IA). He will operate out of Ewing's Auburn location at 1805 Pike Street.

Serving in the landscape industry for the last 10 years, Naber specializes in residential irrigation installation, maintenance, and design, but is also well-versed in ‘everywhere water flows’. Naber attained the majority of his industry knowledge while working for RV Cloud's plumbing division, before transferring to their irrigation division in 2004.

Earlier this year, Ewing acquired RV Cloud's irrigation division, and Naber transitioned to Ewing's residential and commercial sales team.

“From product selection to training services, Ewing has fostered a great environment for customers and employees,” Naber said. “Not only does Ewing offer educational opportunities to employees, but Ewing extends those opportunities to their customers. With this service, customers are more receptive



to what we have to offer.” Naber will operate out of Ewing’s Campbell location at 1217 Dell Avenue.

Established in 1922, Ewing is proud to serve as a leading source for water management and conservation solutions. Ewing offers commercial and residential irrigation products, landscape and agronomic supplies, low-voltage lighting, erosion control, water features and industrial plastics to professionals serving the landscaping, turf, golf, and industrial industries. Ewing’s experts are friendly, passionate, and prepared to serve customers with more than 170 convenient locations from coast to coast.

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