

## A Winning Team

# EWING

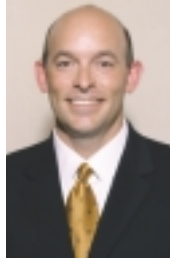


Meet the Ewing Industrial Sales Force

See below right

## New IAPD President

Close Ties for IAPD and Ewing



See page 4 for details

## Is the Pressure Getting to You?

One of the first companies to offer a liquid filled pressure gauge and also to back it with a 3-year warranty



See page 2

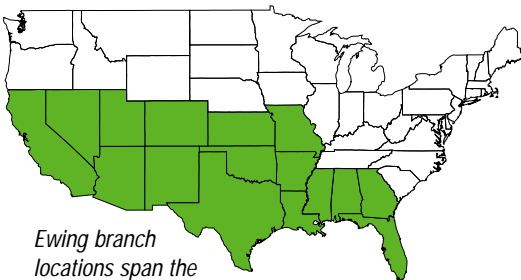


Spring/Summer 2004

# PLASTICS PRESS

## Plastics: PRESSing the Issue

With 82 years of experience in wholesale distribution and considerable expertise in liquid piping systems, Ewing's entry into the supply of Industrial Products was a natural



Ewing branch locations span the United States, coast to coast

course of action. Established in 1994, Ewing's Industrial Products Division is fully staffed with experienced people ready to address the needs of the growing Industrial Plastics market. With 135 convenient branch locations, Ewing offers more reliable, faster and hassle-free ordering.

Most major brands of Industrial Plastics are available and in stock at our branch locations. Knowing how rapidly the business world changes today, we are always customizing our product mix to fulfill your specific needs. In a competitive marketplace, we feel confident that our competitive pricing, convenient branch locations, and support systems enable us to deliver you the best overall value in the industry. We are associate members in the International Association of Plastics Distributors (IAPD), Association of Water Technology (AWT), California Aquaculture Association (CAA), American Electroplaters & Surface Finishers Society (AESF), American Society of Plumbing Engineers (ASPE), Arizona Mining and Industry Get Our Support (AMIGOS), and the Western Carwash Association (WCA).

See page 3 for a manufacturers product line list

## Meet the Ewing Industrial Team!

Meet your local experts on liquid handling components and systems. Ewing's Industrial Team is ready, willing and prepared to serve as your supreme source of information regarding industrial plastic pipe, valves, fittings, and process control instrumentation.



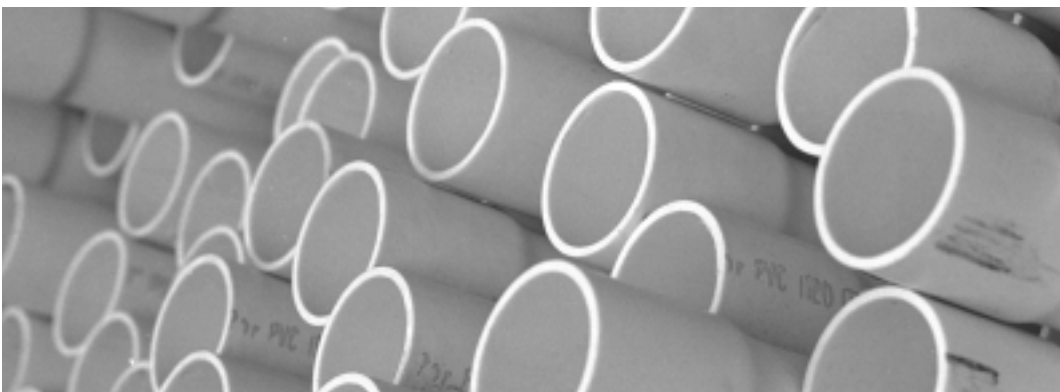
### DAVE KIMBROUGH

Industrial Products Manager, Phoenix AZ

(800) 343-9464

Kimbrough began his 34-year career in the irrigation and green industry providing warehouse, delivery and sales assistance for a Northern California-based competitor. After establishing its Industrial Division in 1979, he became instrumental in the expansion of the company, helping to develop the company from one to eight branches. He also served as Branch Manager and Purchasing & Operations Manager, and ran the Industrial Division while assisting with sales, before joining Ewing's Industrial Division as Industrial Product Manager in 1999. Specializations include acid waste systems, PE pipe fusion, activation of plastic valves, and flow monitoring systems. Dave is a husband of 33 years, and proud father of two daughters, ages 29 and 23.

Continued on page 2



## New Branch Locations

Here's an update on our newest branch locations:

### Now Open

Augusta, GA  
Bellaire, TX  
Birmingham, AL  
Ft. Walton Beach, FL  
Holly Springs, GA  
Katy, TX  
Mobile, AL  
Moreno Valley, CA  
San Clemente, CA  
Santa Barbara, CA  
Signal Hill, CA  
Temple, TX  
S. Tulsa, OK



### Opening Soon

S. Bakersfield, CA  
Montgomery, AL  
Pinnacle Peak, AZ  
Santa Clarita, CA  
Santa Maria, CA  
Tyler, TX

Send us your TechTip, Business Tip or any other words of wisdom to:

Plastics Press Editor  
3441 E. Harbour Dr.  
Phoenix, AZ 85034

or email:  
[marketing@ewing1.com](mailto:marketing@ewing1.com)

## Ewing Industrial Team

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### BOBBY DIAZ

Industrial Account Manager, San Diego CA  
(858) 576-9530

A 14-year veteran, Diaz began his Ewing career as a driver in Carlsbad, CA, and served as Assistant Manager prior to joining Ewing's Sales force. Diaz transferred to Ewing's Industrial Products Division in 1998, and handles industrial product line sales for the San Diego and Temecula areas. His product expertise includes Walchem instrumentation and web-enabled controllers.

### JAY ORTON

Industrial Account Manager, Phoenix AZ  
(602) 458-9530

Orton is entering his 9th year representing Ewing Irrigation, Golf & Industrial servicing construction contractors and facility development industries, including assistance with installations and redevelopment projects ranging from \$2000 to \$15,000,000. Prior to joining Ewing, Orton spent four years in retail sales/management of construction related building materials, and handled an influx of special request sales. Additional experience includes ten years of involvement in various construction trades including eight years as part owner of a subcontracting operation. Orton's experience has enabled him to master the art of coordination, cooperation and interpretation, as well as develop infinite patience and wisdom collaborating the efforts of labor, engineering, management and finance.

*"My philosophy is simple; I try to perceive the day the way it unfolds for the customer. Understanding the predicament a customer may be in or what priorities he expects to achieve for the day, gives me the opportunity to help him resolve his problems and maintain his schedule. My success as his supplier depends upon his success at his job. A relationship develops when you don't just sell supply – you supply assistance."*



### STEVE SOLIS

Industrial Account Manager, Stockton, CA  
(209) 481-7100

Steve Solis has 20 years of experience in the Northern California marketplace promoting industrial products. Upon graduation from Santa Clara University, Steve took his American

## Pressure Point



**NOSHOK**  
INCORPORATED

**Is the Pressure getting to you?** Let Ewing help. Ewing can help you in many of your pressure measurement, switching and transmitting applications that are common on the plant floor. Ewing provides Noshok Instrument's line of pressure gauges, pressure switches and pressure transmitters that can meet your most critical process parameters. Call your Ewing industrial representative to discuss your application or to seek more information on Noshok Instruments.

### Application Note:

Monitor tank levels with an affordable Noshok pressure transmitter with analog output. Via the hydrostatic pressure principle, your measurement levels can be continuously measured with the use of a pressure transmitter on the bottom of a tank. If the process media is corrosive to the transmitter, a diaphragm seal or gauge guard can be installed to protect the instrument. In addition, an integral digital display can be attached to the transmitter to provide you with local indication of your measurement as well as transmission. And, with the use of the WebAlert Device from Walchem, your analog 4-20mA signal (and, thus, your process measurement) can be monitored, data-logged, and auto-alarmed to provide you absolute control and measurement of your process.



## Ewing Industrial Team

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Literature degree and Rugby skills into action working with Mechanical Contractors, Facility Engineers, and Maintenance Managers as well as OEM's. Steve's experience with an Industrial Pipe, Valve & Fitting Wholesaler in the Bay Area has provided him with extensive knowledge of various piping systems (metals and plastics), piping components and piping specialties.

*"Despite years in the PVF Industry I still look forward to working with prospects and customers alike. Our customers are the lifeblood of America's industry and I believe I play an important role in supporting their business. I see myself as a resource to be drawn upon, and a tool to be used. How can I help you in regards to Pipe, Valves, Fittings, & Analytical and Process Instrumentation? I am always eager to help. Call me today!"*

### ANDREW BAKER

Industrial Account Manager, Orange County CA

(714) 432-7205

Baker has 18 years of experience serving in the distribution industry, including 12 spent with Ewing. Baker joined Ewing from George Fischer Sloane, a major manufacturer in the industrial and specialty pipe valve and fitting industry. Baker transferred to Ewing's Industrial Products Division in 2003. His philosophy emphasizes the importance of following through, leaving no stone unturned, and doing things right – the first time. His territory spans Southern California from San Clemente to Ventura, and inland to San Bernardino.



### PATRICK DEMING

Industrial Account Manager, Phoenix, AZ

(480) 235-8070

Deming has 14 years of experience servicing the industrial plastic sales/distributor market. He began his career stocking inventory, making deliveries, and assisting walk-in customers for a Tempe, Arizona-based supplier. He was promoted to inside sales in



1993, where he responded to customer inquiries and administered sales calls in effort to increase market share for the company. Deming soon transferred to outside sales and became well versed in PP and PVDF High purity piping systems used in the semi-conductor industry, as well as the fusion techniques used for socket fusion, BCF (bead and crevice free), and IR (infrared fusion) types of joining of the materials. Deming also serviced the municipal segments,

handling industrial sales for large water, de-ionized water, and wastewater treatment plants, as well as desalinization plants in Arizona, Colorado, New Mexico, Nevada and Utah. In addition to introducing the George Fischer product line of PP and PVDF into the semiconductor markets, Deming's responsibilities also included increasing the market share for the Furon/Saint Gobain high-purity Teflon product line. Deming joined Ewing in September 2003, and is thrilled to provide support in leading Ewing to the forefront of the Industrial Plastic Sales market.

### DON WINTRICH

Industrial Purchasing, Phoenix AZ

(800) 343-9464

In addition to handling purchasing for the Industrial Division, Don's responsibilities also include customer quotations and providing technical support for all Ewing branches. Don has 22 years of experience in the industrial plastics business, serving the water, semi-conductor, mining, and construction industries. His experience in Industrial Plastics includes pipe, valve, and fittings, as well as sheet, rod and tube. He is committed to excellent customer service and doing the job right – the first time.



## Manufacturers' Product Line

Ewing carries an extensive line of the major manufacturers for liquid handling components and systems. Contact your local Ewing representative about:



Amiad  
Asahi/America  
Atlantic Tubing  
Bete Fog Nozzles  
Blue White Industries  
Central Plastics  
Chemtainer Industries  
Continental  
Data Industrial  
EX Controls  
Febco

Fibergate  
Filter Pump Industries  
Flowline



Harvel Plastics, Inc.  
Hayward  
Highland Tank  
IKG  
IPEX  
IPS Weldon

Iwaki/Walchem Corporation



KWH Pipe  
Kuriyama  
Marquest Scientific  
Naco Industries



Norwesco  
Noshok, Inc

Orion Fittings  
Parker-Hannifin  
Proco  
PW Pipe  
Reed Tools  
Rehau, Inc.  
SJE Rhombus  
Seametrics  
Simple Green



Smith Blair  
Snyder Tanks  
Spraying Systems  
Standard Pump  
Stenner & Co.  
Vanguard Piping Systems



Watts Regulator  
Wilkins  
WL Plastics

For more information or to share contractor's tips and ideas, please contact

**Plastics Press Editor**

marketing@ewing1.com

**800-343-9464.**

Or log on to our web site

**www.ewing1.com.**

## Douglas York Installed as 2003-2004 IAPD President



*Douglas York, President of Ewing, expands his industry commitment*

The International Association of Plastics Distributors (IAPD) installed Douglas York, President of Ewing Irrigation, Golf, and Industrial, as IAPD President for the 2003-2004 term. He was officially installed on September 13th, at the 46th annual IAPD convention in Atlanta, GA.

"I am truly excited to be president of this association and to represent its members in this ever-growing industry. It's been a perfect fit in that the IAPD's genuine commitment to its customers (the distributor members) is a mirror image of Ewing's business culture as we provide help with education and exposure to cutting-edge practices and trends," stated Doug York, Ewing's President.

York's involvement with the IAPD's executive board began in 1996, and he has served in various positions prior to his recent post as President. He is dedicated to strengthening the IAPD in order to provide a bright and successful future to its members and the plastics industry.

Ewing is a staunch supporter of many

national professional trade organizations including the IAPD. Among those are The Irrigation Association (IA), The National Association of Wholesalers (NAW), The Golf Course Superintendents Association of America (GCSAA), The Golf Course Builders Association of America (GCBA), The American Society of Landscape Architects (ASLA), the Sports Turf Managers Association (STMA), as well as many of the local and state level landscape organizations throughout the 16 states in its present territory.

Founded in 1956, the IAPD is an international trade association comprised of companies engaged in the distribution and manufacture of plastic products. Its commitment to its members ranges from providing business development opportunities, creating forums for networking and idea exchanges among those with common interests, as well as educational opportunities. It also provides many specific services, such as drafting industry standards for EDI, and collecting and analyzing industry statistics, and promoting the use of plastics in general.

**IAPD  
2004 Annual Convention**

Venetian Resort  
Hotel Casino  
Las Vegas, NV USA  
September 8-12, 2004

