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**NEW SALES SPECIALIST JOINS DURAND-WAYLAND**  
*Increased interest in John Bean SewerJetting Systems and  
FMC/Bean sewer cleaner pumps necessitates new position*

LAGRANGE, Ga.— As a result of increased interest from municipalities and contractors for the John Bean SewerJetting Systems and FMC/ Bean sewer cleaner pumps, Durand-Wayland, Inc. created a new position devoted solely to serving the needs of its sewer jetting and pump customers. Former Arkansas State University football player Andrew Tripp will provide, as sales specialist, extensive product knowledge about John Bean SewerJetting Systems.

“The demand for these products is strong. As we fine-tuned our business strategy, it became evident that a product/sales specialist is essential to the purchasing and sales process. With more demands on budgets, equipment purchases must be made wisely with all the facts,” said Rick Cordero, Director of Spraying Systems with Durand-Wayland, Inc.

“Tripp’s established track record as an innovative sales manager and marketing communications specialist will provide a value to our customers that they will notice immediately,” Cordero continued.

The Thomaston, Ga. native will represent Durand-Wayland and John Bean Jetting Systems and FMC/ Bean pumps at national and regional tradeshow and will be responsible for inquiries and sales east of the Mississippi and north to Ontario.

“Representing the John Bean Jetting Systems is a remarkable opportunity because it is so well-regarded in the industry for its dependability, versatility and ease of use. Only one person is needed to operate it and it is so simple to use that training is hardly an issue,” Tripp noted.

“When a customer can purchase a piece of equipment that tackles serious sewer emergencies, then performs routine, preventive maintenance work and closes out the day as a pressure washer for heavy equipment, well, that is a good buy,” he added.

John Bean Sprayers, SewerJet line is one of the most complete line of trailer mounted sewer jetter available in the market place. Offering four tank sizes (300, 350, 600 and 700-gallons) and with various FMC/ Bean pump and engine packages.

Since 1934, Durand-Wayland has been the industry leader in fruit and vegetable handling equipment. A single-source supplier for packing houses, Durand-Wayland designs, produces, delivers and assembles a full line of fruit grading products. The company also offers a complete line of Durand-Wayland spraying systems, as well as John Bean Sprayers and FMC/Bean pumps and parts. Durand-Wayland is headquartered in LaGrange with an additional facility in Reedley, Ca. For more information, visit [www.durand-wayland.com](http://www.durand-wayland.com) or call 800-241-2308.

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