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**Engineered Products Company Hires Industry Veteran Ryan  
Montgomery as New Western Regional Sales Manager**

**MINNEAPOLIS, Oct. 31, 2020**—Engineered Products Company (EPCO), a supplier of specialty lighting and wiring consumable products for electrical contractors, today announced that Ryan Montgomery has joined Engineered Products Company as the new Western Regional Sales Manager. Based in Colorado, Montgomery will be responsible for growing and managing sales, as well as new product sales training for nine sales representative agencies serving 10 states in the western region of the United States.

Prior to joining EPCO, Montgomery was Director of Sales for Rocky Mountain Lighting where he was responsible for managing new account sales in a 10 state region. During his tenure, Montgomery grew sales by working with architects and designers, successfully placing products in commercial, multi-family, education, and hazardous industrial locations.

Additional experience includes account management and sales positions at Ledvance and Voss Lighting. As a regional sales manager at Ledvance, Montgomery grew his territory and experienced year-over-year sales growth doubling revenue during his tenure. At Voss Lighting, Montgomery revived a struggling territory exceeding yearly quota goals by aggressively prospecting and managing customer needs and expectations.

“Ryan is an expert in setting and exceeding expectations,” said Engineered Products Company president Jim Anderson. “As we look towards continuing our market and product expansion in the western region, Ryan brings mindshare and a passion for the industry that really complements our corporate culture. We are happy to have him on board.”

“A sale is the beginning of the process not the end,” said Montgomery. “By cultivating relationships and ensuring a positive customer experience, I create customers for life.”

For more information about job openings, products or services, visit the Engineered Products Company website at [www.engproducts.com](http://www.engproducts.com) or call 800-336.1976.

### **About EPCO**

Engineered Products Company supplies electrical distributors with specialty lighting, lighting accessories and wiring solutions that address a wide range of standard and unique applications. EPCO’s durable, reliable products, high fill rate, on-time delivery and no-risk purchase terms optimize distributor cash flow and profit margins on the consumable products electrical contractors use for commercial, industrial, agricultural and residential buildings. Known for its exceptional pre-and post-sale customer service, as well as sales representatives who are the most knowledgeable in the electrical industry, the Minneapolis-based company offers multiple configurations of products to meet a broad variety of building applications. For more information about Engineered Products Company and its products, visit [www.engproducts.com](http://www.engproducts.com) or call (800) 336-1976. Follow the company on Twitter @EPCO1976 or subscribe to the EPCO blog by visiting <http://www.epcoblog.com/>.

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