**Draper Names New Pro AV Regional Sales Manager – Western U.S.**

**(Spiceland, Indiana) –** Draper, Inc., has hired Sam Nord as Pro AV Regional Sales Manager for the Western United States. Nord will be responsible for working with AV dealers and our rep firm, The Farm, in Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

Nord is a well-known Pro AV veteran with over 25 years of experience with system integrators and as a manufacturer. He was most recently as Vice President of Global Sales for Listen Technologies. He and his family live in southern Orange County, California, and he will work remotely from there.

“We’re really pleased to have Sam join the Draper family,” said Kevin Barlow, Director – Pro AV Sales. “His experience, knowledge, and skill set will ensure he hits the ground running and continues growing our Pro AV market share in the western U.S. I know Sam will be a great fit and an effective teammate.”

Nord replaces Ken Hartling, who will retire at the end of April.

“I’m looking forward to this tremendous opportunity,” said Nord. “Draper has a great reputation in the industry and I’m going to enjoy working with the sales team to support our rep, dealers, and partners throughout the region. I could not be more pleased.”

**About Draper**Draper, Inc. creates core, advanced, and tailored solutions for the professional audiovisual marketplace, including projection screens, custom AV mounts, structures, enclosures and lifts, as well as window shades and video conferencing solutions. The family-owned and operated business was established in 1902, and markets through a network of dealers and distributors to the commercial, architectural, education, and residential markets. To learn more, visit [www.draperinc.com](http://www.draperinc.com).

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