

JWC Environmental Drives Global Alignment, Appoints Greg Guard to SVP of Global Sales

JWC Environmental is pleased to announce the promotion of Greg Guard to senior vice president of global sales. In this newly created position, Guard will be responsible for directing JWC's global sales initiatives and strategies.

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“JWC continues to expand its global footprint and pursue acquisitions, while driving consistent best practices across the globe,” said Ken Biele, CEO of JWC Environmental. “Greg has strategic insight, a high proficiency for team building and an ability to establish rigorous processes that drive sustained, profitable growth. These skills will be instrumental in integrating new acquisitions on a global scale and implementing comprehensive programs that maximize value for our customers, employees and shareholders.”

JWC's global sales organization, which includes more than 100 distributors and representative firms, will continue to be supported out of JWC facilities in the United States, Canada, the United Kingdom and China. JWC's global sales leaders for Europe, Asia and the Americas will report to Guard.

“JWC is experiencing unprecedented growth within its core markets, and is successfully expanding into adjacent markets, as represented by our acquisition of IPEC Consultants in 2015,” said Guard. “These positive



changes can be leveraged through our global partners while maintaining our focus on the overall needs of our customers.”

Guard joined JWC in 2012 to lead the newly created industrial business group and took on responsibility for JWC’s municipal sales in North and South America in 2013. Prior to working with JWC, Guard held leadership positions in sales and marketing with Waste Management, WasteQuip and ThermoFluids. Guard is a graduate of the University of California, Los Angeles.

For additional information on JWC Environmental please visit www.jwce.com.

About JWC Environmental

Since its founding in 1973, JWC Environmental has become a world leader in solids reduction and removal for the wastewater industry with its Muffin Monster grinders and Monster screening, compaction and washing systems. JWC Environmental is headquartered in Santa Ana, California, and has a global network of representatives, distributors and regional service centers. For more information, visit www.jwce.com.

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