



For Immediate Release

DRB® Bolsters Sales Team to Support Tunnel Car Wash Operators' Success

Akron, OH, June 27, 2024 – [DRB](#), a Vontier Company (NYSE: VNT) and a leading provider of technology solutions for the car care industry, has announced the strategic hire of two new sales leadership roles focused on the tunnel car wash segment. Jason Wray has been appointed Director of Business Development, and Shelly Eddy has been named Director of Strategic Accounts.

These key appointments further enable DRB to help car wash operators leverage technology to build and grow successful businesses.

"We are thrilled to welcome Jason and Shelly to DRB," said Todd Davy, SR VP of Sales at DRB. "Their proven sales leadership experience will be invaluable as they guide customers to the innovative solutions that will make a true impact for their organizations."


As Director of Business Development, Jason Wray will head DRB's tunnel regional sales team. He brings over 20 years of sales leadership experience in the car wash industry, spanning equipment, point-of-sale systems and more. Wray will spearhead business development efforts aimed at assisting new tunnel car wash customers across DRB's portfolio of tunnel car wash solutions.

Serving as Director of Strategic Accounts, Shelly Eddy will oversee the team of account managers who support DRB's enterprise car wash customers. Eddy is a dynamic sales leader with an impressive track record of strategic account management, organizational transformation and cultivating high-performing teams across multiple industries. With her vast experience in managing enterprise accounts, she will help DRB further strengthen its commitment to helping its largest car wash customers continue to grow and expand.

"Both Jason and Shelly have consistently demonstrated the ability to forge strong relationships where customers are empowered to excel," added Davy. "We are confident they will accelerate car wash industry growth in the tunnel segment by delivering innovative solutions and an exceptional customer experience."

ABOUT DRB

DRB is the ultimate partner for car wash and quick lube shop operators who seek rapid ROI, unparalleled growth and unwavering reliability. DRB's technology is designed to give operators the tools they need to maximize their business investments. From groundbreaking point-of-sale technology to deep analytical insights, DRB enables data-led business decisions and scalability to help businesses thrive and deliver



extraordinary customer experiences. Choosing DRB means connecting with a partner that is committed to business success. DRB is part of Vontier.

ABOUT VONTIER

DRB is part of Vontier (NYSE: VNT), a global industrial technology company uniting productivity, automation and multi-energy technologies to meet the needs of a rapidly evolving, more connected mobility ecosystem. Leveraging leading market positions, decades of domain expertise and unparalleled portfolio breadth, Vontier enables the way the world moves – delivering smart, safe and sustainable solutions to our customers and the planet. Vontier has a culture of continuous improvement and innovation built upon the foundation of the Vontier Business System and embraced by colleagues worldwide. Additional information about Vontier is available on the Company's website at www.vontier.com.

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