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**Draper Appoints Director of Business Development**

(Spiceland, Ind.)–Draper announces the appointment of Kevin C. Barlow, CTS-D, as director of business development. Barlow joins Draper with more than 25 years of extensive AV experience.

His work with Barco, Sharp, Christie, and Prysm has made Barlow a well-known figure in the AV industry. With significant experience in system design covering numerous vertical markets, Barlow is one of the few sales professionals in the AV manufacturing community to hold the CTS-D credential. He was an inaugural member of the InfoComm CTS Exam Writers Committee, and recently joined the InfoComm Manufacturers Council.

“My passion is building strategic partnerships where innovative and high-value solutions help solve challenging client requirements,” Barlow said. “Draper’s management is on target. They share my vision and approach.”

“We’re excited to have Kevin on board with us because we have ambitious goals for the future,” said Bob Mathes, Draper’s director of audio visual markets. “His knowledge, experience and industry-wide contacts will help us reach those goals in the AV market.”

Barlow’s role with the company will be to develop new opportunities and partners for the Draper family of companies, including Draper Inc., Smart Media Solutions, and Evoko.

**About Draper**

Based in Spiceland, Ind., Draper manufactures projection screens, projector and flat-panel display lifts, window shades and gymnasium equipment. The family-owned and operated business was founded in 1902 by Luther O. Draper and is owned and managed by his descendants. With locations in the United States, Sweden, and the United Kingdom, Draper ships products to dealers throughout the United States and to more than 100 countries. To learn more about Draper, visit **draperinc.com**.