

FOR IMMEDIATE RELEASE

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**Wells Fargo Financial
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**RAIN BIRD CORPORATION TO OFFER CONSUMER CREDIT FINANCING
PROGRAM THROUGH WELLS FARGO FINANCIAL RETAIL CREDIT**

DES MOINES, Iowa – December 14, 2004 – Rain Bird Corporation, a leading manufacturer of irrigation equipment and water management products, has announced plans to offer an exclusive consumer credit financing program through Wells Fargo Financial Retail Credit, a leader in the full service credit industry.

Through the Rain Bird Homeowner Financing Program, participating Rain Bird Select Contractors can offer qualifying customers convenient financing options designed to help them “buy now” and “pay later.” Options include 3-, 6- or 12-months same as cash with deferred or minimum monthly payments, plus regular and reduced rate terms.

“We are very pleased to introduce this exciting, new Rain Bird Rewards benefit to our Select Contractors,” said Erich Smidt, Contractor Relations Manager, Rain Bird Corporation. “Our goal is to continue offering our Rain Bird Rewards program members new opportunities to enhance and grow their businesses.”

In addition to a full menu of special-terms financing options, participating Select Contractors can take advantage of a variety of program benefits including simple contractor enrollment, easy application processing, rapid credit decisions, quick funding, and more.

“We look forward to providing Rain Bird Select Contractors an exclusive financing program that can help them close more sales and gain a competitive advantage,” said Terry Fuller, Senior Vice President, Business Development, Wells Fargo Financial Retail Credit. “We’re confident our extensive knowledge and expertise in the credit financing industry will help Rain Bird achieve maximum results through this program.”

Wells Fargo Financial Retail Credit will provide Rain Bird a full range of services including sales management, receivables funding, statement generation, remittance processing, customized marketing, risk management, customer service and collections.

Based in Glendora, California, Rain Bird is the leading manufacturer of irrigation products and services. Since its beginnings in 1933, Rain Bird has offered the industry’s broadest range of irrigation products for golf courses, sports arenas, farms, commercial developments, and homes in more than 130 countries around the world. Rain Bird has been awarded over 130 patents, including the first in 1935 for the impact sprinkler. Rain Bird and The Intelligent Use of Water™ is about using water wisely. Its commitment extends beyond products to education, training, and services for the industry and the community. Rain Bird maintains state-of-the-art manufacturing assembly facilities in the United States, France, Sweden and Mexico.

The Rain Bird Rewards Program is open to all professional landscape and irrigation contractors in the United States and Canada. For program information, please call the Rain Bird Rewards Program Office at 1-888-370-1814 (toll-free) or visit www.rainbird.com/rewards.

Wells Fargo Financial Retail Credit, headquartered in Des Moines, Iowa, specializes in providing retail installment programs to home improvement dealers nationwide. Its parent, Wells Fargo Financial, headquartered in Des Moines, Iowa, is an international financial services company. Founded in 1897, the company today has more than 18,000 team members.