

# CHAPIN<sup>®</sup> CONNECTIONS

*Employee Newsletter | Fall 2019*

# Campbell's Corner

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**F**all is here and well entrenched. This is the time of year we wrap up all the financial information from the past fiscal year. It is very busy as we have finished the physical inventory. The outside auditors have scoured our books and they write an official report that states our financials are all in order.

Now we are preparing for the board of directors meeting to discuss the audit report. The following week the Chapin shareholders visit our facility for the annual meeting. As most of you know Chapin is a family-owned corporation so all the shareholders that come for the meeting are aunts, cousins and nephews of the Chapin family. The shareholders take great pride in the company. For over 135 years the Chapin's have nurtured and shepherded the corporation in good times and bad.

You will see several shareholders during the annual walk through of the facility. This is always the highlight of the meeting. Be sure to give them a wave or stop and say hello.

We wrapped the year up with a very strong August. The company set a new record for shipments in August. Normally our shipping season starts to wind down by then. This year the summer season extended itself throughout the country. We continued to ship strong into September.

We are now in the phase of building inventory for the next shipping season. This will continue all the way through February where we start shipping more than we build. This is the life cycle at Chapin.

We have had some great changes recently. Doug Platt and his crew have been very busy. They started with the human resources office so we now have space so people can have confidential conversations with the human resources staff. We are also starting to stock the store cases in the human resources office with items extremely reasonably priced.

My favorite project recently completed was the main break room. It is much brighter, cleaner and cooler. This now looks more like a café than a typical break room.

Our last project that is nearing completion is the main ladies rest room. After many years of use, it is being remodeled and updated. This was the number one request that was pointed out in the employee cultural survey that was completed previously this year.

In closing I would like to leave you with a quote from my favorite physicist (other than Sheldon Cooper), Albert Einstein:

*Try not to become a person of  
success, but rather try to  
become a person of value.  
Your value is directly  
connected to success, the more  
valuable you are, the more  
successful you'll be.*

It was with great sorrow the announcement of the passing of Ron Zuch. Ron was an employee at Chapin for 38 years and a good friend to many of us.



# RONALD E. ZUCH

OCTOBER 9, 1962 - AUGUST 26, 2019



Hi Everyone

Thanks for the Cards, Gifts, phone calls, text's, emails, wishing me well. They really mean alot!

And thanks to Mr. Cambell and the Chapin management team for your support and help. This would be unbearable without you guys.

Also thanks to Jeff McGivern and the tool room for ~~repairing~~ repairing my wheel chair and ~~helping~~ <sup>helping</sup> get<sup>ing</sup> me more mobile.

I really miss all of you Chapins is a family and I'm proud to be part of it!

Love Ron & Brenda

Sometime before he passed away, Ron took the time to write this note.

His wife passed it along to us recently.

Please mark your calendars and look for more details to follow!



**The Company (Adults only) Christmas Party will be held on December 7, 2019 at Terry Hills Golf Course (5122 Clinton Street Road, Batavia).**

Terry Hills always does an amazing job putting on a festive event. We are looking forward to seeing everyone in their holiday best!



**The Children's Party will be held on Saturday, December 14, 2019 and will be held at the Polish Falcons from 10:00 a.m. to 12:00 p.m.**

# CHAPIN<sup>®</sup> CONNECTIONS

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# Chapin Wins Rookie of the Year Award from Tractor Supply Co.

by Doug Wolk

2019 was an exciting year for Chapin and our first year in many selling to Tractor Supply Company (TSC). Chapin gained distribution with new product listings of our 8620B Auto Stop Tow behind Spreader, Backpack Sprayers and the Mixes on Exit 25 gallon Spot Sprayer. All of these new products have performed well in retail with consumers buying them up at an impressive rate.

TSC has 1800 locations and many different requirements which need to be met by suppliers. Fortunately, we started off on the right foot shipping our original orders on time and complete. The stores were very excited to see Chapin products on the shelves and many of their managers and associates made positive comments to Vince Vollo and me at the Annual Tractor Supply Show earlier in the spring.

Our season was in full swing and Chapin had all hands on deck to make sure that this new customer's requirements/expectations were met and exceeded as the season progressed. Everyone was doing a great job! It was then when Chapin received a letter from Seth Estep, Senior Vice President of Tractor Supply, indicating that we had been nominated for a "Partner of the Year" award.

Jim Campbell, Vince Vollo and I were in attendance at the event, on July 16th in Nashville in hopes of winning and accepting this award for all of the Chapin employees. Just being nominated was an incredible honor! After enjoying dinner with 1800 other manufacturers, the awards ceremony got underway. Our category, Seasonal, which includes Lawn and Garden, came up and there were four vendors in this category nominated. The announcement came and Chapin International was the winner of "Rookie of the Year."

We were called up on stage and recognized by Tractor Supply in front of 1800 other vendors and a video was played showcasing the products currently available from Chapin at TSC Stores. Our buyers stood up and discussed the critical criteria required to win this award and everyone at Chapin should be very proud of the commitment made in all areas of our business to make sure we exceeded our customer's expectations.

I only wish that everyone at Chapin could've been in attendance at this event to feel the excitement--after all, we all had a hand in this victory!

This type of recognition is rare and all of us should be proud to have earned such an achievement with one of the largest retailers in the US.

**Let's do it again!**



## HUNTER MEYERS: EAGLE SCOUT

Hunter earned his Eagle badge on September 12. His project was rehabilitating the garden memorializing the Wyoming Correctional Employees in the Attica village park. Hunter is the son of Season and Bryan Meyers, who live in Attica. Season has been a part of the Chapin team since 2004.

*Congratulations, Hunter!*

# Employee Spotlight: Chris Rumfola

by Scott Fisher

Whether in the office, at the golf tournament, or during the annual Corn Roast, I am sure you have seen Chris Rumfola, Director of Industrial Sales, working hard. Chris has been a Chapin employee for over 15 years and he brings enthusiasm, dedication, and determination to everything he does.

What Chris likes most about working at Chapin is the camaraderie that exists between the departments, how everyone works together. “It takes all of us working in a unified effort to complete a single order.” It is this teamwork approach that helps Chris see the rewards of all the hard work that is put in. You only have to step inside his office to see that Chris is very visually oriented and very data driven—charts on his office wall show the sales dollars day by day, week by week, and month by month.

Recently those charts and graphs have shown very positive data. The Industrial classification saw 5 All-Time Sales records in a row between 2014 and 2018. Chris says that while 2019 was a challenge that saw the streak come to an end, an aggressive start has the team over budget for the first month of fiscal year 2020.

Chris says that the most challenging part of his role is that you can't force a sale. You have to make your point to the customer and quickly pique their interest. Chris states that it is selling the Chapin brand that works. Showing the customer how our sprayers are better and showing them what our sprayers can do.

This was never more difficult than a time when a customer had a quality issues with our sprayers. The owner of the company told his buyer “No more Chapin sprayers!” That was when Chris went to visit this gentleman. He was not met with open arms. The owner of the company asked “Are you the Chapin guy? Why are you smiling? You are about to lose this account!” Chris asked the owner to see the sprayers that had a quality issue. The owner showed him 10 sprayers that he had saved for Chris to look at. One by one Chris was able to fix them and make them work. He ended up getting 9 out of 10 to work, the last one being a sprayer so old that it just had to be replaced.

The owner quickly saw that Chapin was still a quality product. Chris held a product knowledge session with the employees of that company and we still have that account to this day. It was Chris' background in engineering and



*Chris (right), always brings a lively presence to the Golf Tournament*

technology that enabled him to turn this loss into a win. His ability to demonstrate how things work and get to the root of problems has been his biggest asset.

At his core, Chris is a dedicated family man. He and his wife Anna have been married for over 28 years and raised three beautiful daughters together: Christina, Becca, and Marisa. Chris truly cherishes the time he spends with his wife and daughters. Whether it's a family gathering, a picnic, or a birthday, he is always there to brighten up the occasion.

Chris is also an avid outdoorsman. One of his main hobbies is trap shooting. Chris is a member of the York Sportsman Club and participates in many local competitions. He is currently the club's top shooter for the summer of 2019 and will face off against the “Top Guns” from all the other clubs. Chris also volunteered his time over the summer to several local school districts assisting them in instructing students in Trap Shooting techniques and Gun Safety.

Chris enjoys events like the Chapin Golf Tournament because it “acknowledges that others in need are as important as those we spend our lives with.” Chris has been the Master of Ceremonies for over 10 years now at this event and I must say he brings life to the party. His enthusiasm and larger-than-life personality make this event special and contribute directly to its overall success. His skills as an auctioneer are quite impressive as well. But Chris will not take the credit or praise for his part, instead he gives credit to the hard work and dedication of all of those involved. “It has been a pleasure working with everyone, especially Norm Hubbard.”

I am sure that many of us have gotten to know Chris well during your time here at Chapin. I know I have enjoyed getting to know Chris better. If you have not had the chance to get to know Chris, then I highly recommend it. You are likely to leave his office a little wiser and with a big smile on your face.

# RENOVATED AND EXPANDED HUMAN RESOURCES AREA IS OPEN FOR BUSINESS



*Above: The new HR reception area features an area where employees may purchase items for sale.*

*Left: The new entrance on the factory floor*



## NEW QC & INCOMING INSPECTION AREA UP & RUNNING

Incoming inspection is up and running in its new home located south of BM5 in the Low Bay area of the plant. The new inspection area was designed to improve the flow of the product through receiving and inspection in a FIFO (First In First Out) flow pattern.

The new QC lab was laid out with ease of inspection and testing in mind. The QC lab and office areas are proving to be a very efficient work space. I can make that statement from experience working there. The area is clean, well-lit and arranged to accommodate working on several projects at the same time.

The new Incoming Inspection area and QC Lab should prove to be a point of interest to perspective customers and plant tours. This is the area that all components flow through before they are assembled into the 4 Million plus sprayers and other products Chapin has to offer.

Please feel free to stop by and see all the hard work that the team has put into planning and building this new area. Great job and a big thank you to everyone who played a part in making this area a success.

The Chapin HR team recently moved into the renovated human resource office space at the Batavia facility.

Very special thanks to Doug Platt's Team for working through the many details that helped complete this project, as well as insuring to keep us operating throughout the entire remodel process. This is just another great example of how the entire team pulls together here at Chapin.

We are also happy to announce that a display case has been included that will contain items like T shirts for purchase. **Stop by and see what's new.**



## NEW LOOK FOR THE FOUNTAIN

*You may have noticed a new look to the fountain at the front of the building. A new stainless version of the Chapin fountain was recently fabricated and installed. Like all Chapin sprayers, this one is built to last and we look forward to many years of loyal service.*



## ASSEMBLYMAN STEVE HAWLEY LEADS PATRIOT TRIP TO DC

This wrapped up our twelfth trip to Washington D.C.! We had over 90 veterans and family members. Brothers enjoyed time together, daughters and sons spent special moments with fathers, husbands and wives shared memories, widows told us stories of their husbands' service to America. This year we included many experiences visiting Gettysburg Battlefields, the Stephen F. Udvar Hazy Center and dinner on Fort Meyers Army Base. We visited the WWII, Korean War, Vietnam War Memorials, the FDR Memorial, Martin Luther King Jr. Memorial, Air Force Memorial and the Capitol. We again visited Arlington National Cemetery and four of our own veterans laid our Patriot Wreath at the Tomb of the Unknowns. We visited with hometown friends who now live in the DC area and made new ones. I can't wait to start planning our next trip! If you are interested in joining us next year please call the office and ask to be put on the mailing list. Thank you to all our wonderful Veterans for making it such an extraordinary Trip!

## H.R. Files

### Perfect Attendance Rewards

#### To All Union Employees:

Chapin is pleased to announce a brand new Perfect Attendance Rewards program for FY2020. This Fiscal Year any union employee that meets the attendance criteria below will receive the corresponding reward:

0 Attendance Hits	\$200
0.5 - 1.0 Attendance Hits	\$100
Less than 3.0 Attendance Hits	\$50

Only Union Employees that were in the union as of 9/9/19 are eligible for these rewards. All attendance hits between 9/1/19 and 8/31/20 will be counted towards this program. An employee must still be employed on 9/8/20 to be eligible for these rewards.

These rewards will be distributed with the employee's pay check on 9/10/20.

Very truly yours,  
Chapin International, Inc.





# What's the "Buzz" with Beekeeping?



It's been one year now since Heath launched our bee keeping line of products. The first year out, we had 3 customers convert to Heath.

**This fall, at the Arett Distributor Show Heath earned the Best New Product award.** Dave Morse our National Sales Manager was in attendance to receive the award. The award was presented on the show floor by Jim Williams the Vice President of Merchandising.

The award was selected by customers who viewed the products in the new product area. There were over 50 products that were in that area competing for the award.

The award was based on the innovation, creativity, and excitement that the product would bring to the market place.

Arett Sales Corporation is a leading US lawn, garden, home and outdoor living distributor. This has been a family owned business since 1951 covering the Northeast, Mid-Atlantic and Midwest. They are currently a \$150 million company with headquarters in New Jersey and warehouses in Ct. and OH.

Arett also supports all the Chapin Product; ATV's, Spreaders, and Sprayers.



## Bee Facts:

- One third of all food consumed in the U.S. is dependent on honey bee pollination
- Honey bees provide about 80% of insect pollination in the U.S.
- There are approximately 300,000 Beekeepers in the U.S. 95% (285,000) are hobbyists
- The number of hives owned by hobbyists could be estimated at 3.196 million or 53% of all hives.



# Focus Groups Examine Chapin Sprayer Packaging



*Chapin Team Members watch the discussion from behind glass. Each of the four focus groups met for two hours to give their feedback on the sprayer-buying experience.*



*One of the retail planograms displayed Chapin sprayers next to some of our competitors.*

Chapin conducted focus group with current and prospective home and garden sprayer owners in August, 2019 to study the sprayer purchase decision process in retail stores and to use the findings to improve our product positioning and package design. Marketing and Sales set the objectives of understanding the point of sale purchase decision process at big box stores (Home Depot, Lowe's, Walmart, Tractor Supply), evaluating the impact of online research, assessing the value of brand, and identifying packaging design elements important to the consumer.

A total of four groups were conducted: Two groups with homeowners who had purchased a reusable sprayer for lawn and garden use within the past two years and two groups with homeowners who were considering purchasing a reusable lawn and garden sprayer. Sprayer purchasers provided background information on the sprayers they had purchased including their reasons for purchasing a particular sprayer and their level of satisfaction with each. Likely sprayer purchasers discussed their reasons for interest in a reusable sprayer. Many expressed dissatisfaction with Ready to Use (RTU) sprayers indicating that the sprayers were not durable and unreliable, uncomfortable to use and inefficient. Most participants do some online research before heading to the store to make a purchase.

All group members were asked to shop a planogram that simulated shelf displays for sprayers in Home Depot, Lowe's, Walmart and Tractor Supply. A mix of Chapin and competitor sprayers were presented in a "Good", "Better", "Best" lineup. Pricing was consistent within each category. Participants were asked to identify sprayers they were drawn to and ultimately select a sprayer to purchase.

Participants were then asked to review a series of three different shelf displays. Each shelf was evaluated separately. The first shelf tested the concept of labeling a sprayer as intended for killing weeds only. The second presented multi-use sprayers with callouts highlighting different features. The third display offered a variety of sprayers with similar features but different colors, text and images. Participants were asked to select their favorites in each display and explain why.

Results of the research indicate that consumers prefer sprayers that are labeled "Multi-use", are drawn to features that will provide them with more flexibility when using the sprayer such as adjustable nozzles, and are attracted to packaging with bright, contrasting colors and graphics that indicate product applications. This information will be used to create packaging that will improve our competitive position and help us increase our presence on the store shelves of major retailers.



# CORN ROAST 2019



**THANKS TO EVERYONE FOR A GREAT YEAR AND WE LOOK FORWARD TO 2020 AND ANOTHER DELICIOUS CORN ROAST!**





To mark Breast Cancer Awareness Month, Chapin employees purchased special t-shirts for \$3, with proceeds going to Genesee Cancer Assistance. Employees who wore their shirts on Friday during the month received a special prize. 50/50 drawings were also held every Friday during the month.

*Thanks to everyone who supported this great cause!*



**OCTOBER**  
BREAST CANCER  
AWARENESS MONTH

**JOIN CHAPIN IN SUPPORTING BREAST CANCER AWARENESS MONTH**

- Purchase the above T-shirt from the HR department (one per employee while supplies last)
- IF SPOTTED WEARING THE T-SHIRT ON FRIDAY during the month of October you could **WIN A PRIZE** (based on participation)
- Purchase 50/50 tickets from HR, Bill Kegler or Deb Lakas

**\$1 for 1 Ticket • \$2 for 3 Tickets • \$5 for 10 Tickets**

DRAWINGS WILL BE HELD AT 1PM ON FRIDAYS

PROCEEDS GO TO GENESEE CANCER ASSISTANCE



# Fruits of Our Labor

by Norm Hubbard, Golf Tournament Director

The 12th Annual Chapin Charity Golf Tournament has come and gone. Our tournament has become well known as one of the best and one of the best-run tournaments in the area. I have chosen this opportunity to reflect on the amazing accomplishments of our yearly event, highlighting the past four years.

Our 2019 outcome was terrific, raising \$32,000 for the Salvation Army Emergency Food Bank. The tournament continues to grow each year to the point that we have had to turn participants away for the past two years. Chapin has been extremely generous with a matching contribution for the second year in a row that allowed us to eclipse the \$30K mark. We raised \$16K in 2017.

Our contributions have given our local charities much needed revenue to support specific programs for those in need:

**2016 The Disabled American Veterans** used the contribution to help purchase a desperately needed vehicle to pick up vets for appointments.

**2017 The Crossroads House** purchase a new boiler system along with needed repairs to the Crossroads House.

**2018 Justice for Children** purchased a special \$25,000 camera to assist the examination process to collect forensic evidence for abused children. The high-definition pictures are vital in presenting evidence within the court system. The camera is located in an examination room at the newly renovated Justice for Children's Center. The remaining funds were used to renovate the room. The renovation, along with the purchase of the camera took several months to complete.



*A plaque notes Chapin's support for Justice for Children's exam room.*

**2019 Salvation Army Emergency Food Bank** will be upgrading the existing equipment and area used for food storage. The equipment upgrade will provide the ability to help families in need from a 3-day per month amount to a 7-day per month amount for groceries. This would include a complete menu of food specifically designed for each of the intended families. The process to complete this project is currently in the quote stage and hopes to be completed by early 2020. Our contribution will go a long way to completing this project.

Our goal with each of the contributions has been and will continue to be for a long lasting impact to each of the organizations in our area. Everyone at Chapin can hold their heads high when the names of each of the charities comes up. Our support has been vital to their success. Please continue to support each of the charities whenever possible.

The Chapin Golf Committee and I look forward to 2020!!

# Chapin Rocks Fiesta Patrias Event in L.A.

by John Kondo

In September, Chapin undertook its first-ever Spanish-language Radio advertising effort, to promote Chapin products on air with the local Los Angeles radio station K-Buena. This targeted the #1 Hispanic Designated Market Area (DMA) by population in the Nation (2 million, not including the peripheral areas of Southern California).

We targeted homeowners, professionals and new users to the category and had alternating radio spots throughout the two week period leading up to the Fiesta Patrias event in downtown Los Angeles on September 15th. Approximately 15,000 attended the 1-day weekend event.

Jeff Meisenzahl and I attended and our booth had a continuous traffic flow all day long. We handed out Spanish-language sell sheets of our top selling landscaper/homeowner items, including where to purchase these items locally and online. We also hosted an interactive game and handed out 8 sprayers to winners throughout the day.

A very special thanks to Vince Vollo's Marketing team, who was instrumental in producing two 30-second radio spots, and Spanish-language handouts, product videos, POP materials, and giveaways.

Prior to the event and radio campaign, I connected with my local retailers and notified them about the event and radio campaign. Just a few days prior to the Fiesta Patrias event, I attended a Ewing event near Los Angeles and had several landscape contractors mention that they heard the radio ads. This is probably the first Spanish-language radio and event that any sprayer/spreader company has initiated in Southern California and testimonies like that confirmed that the radio spots were working.

This radio campaign and event provided great Chapin exposure to the Hispanic community in Southern California and helped increase the product education, brand awareness and provided retail/online purchase options. This was Chapin's first investment involving a combined Spanish-language Radio and Event program, and hopefully, it will be the beginning of a much bigger Spanish-language campaign in the near future!



Jeff Meisenzahl gets ready for the rebound as a patron shoots to win a Chapin sprayer at the Fiesta Patrias event in Los Angeles in September.



Above: patrons line up to checkout the Chapin booth at the show.

Right: 1 of 8 winners of the Chapin "Shoot to Win" contest

# OH CAPTAIN, MY CAPTAIN!

by Ian Weatherbee

Since my late 20's I have read a lot of leadership books, as I find the subject of influencing a group of people towards a common goal interesting and inspiring. Whether it be coaching a football team or helping Chapin achieve its goals, there are lessons in these books that are relatable to my everyday life.

One book I recently read was called *The Captain Class: A New Theory of Leadership* by Sam Walker. In it, the author narrows a list of thousands of great teams across hundreds of different sports worldwide down to 105 teams that stood out as the best of the best. From the 105 finalists the author then trimmed the list to 17 teams that stood out above even the greatest. This list was used as the basis for his research to identify what made the most elite teams a cut above the rest.

The author identified Bill Russell of the Boston Celtics in the 50s and 60s as unique. During his tenure with the team as its captain, they went on an unprecedented run of championships. What was odd about the greatness of this team was that it all but ceased once Bill Russell retired. In addition, he found that Bill Russell was not the typical basketball star. He never led the league in scoring, and basically shunned the media. These characteristics stood out to the author, so he began to research the captains of the other 17 teams. In his research the author found some confusing common factors that seemed to disprove that the captains were the main force pushing teams into the upper echelon of greatness. The 8 factors were:

1. They lacked superstar talent
2. They weren't fond of the spotlight
3. They did not lead in the traditional sense
4. They were not angels
5. They did potentially divisive things
6. They were not the usual suspects
7. No one had ever mentioned this theory before
8. They were not the primary leader

In the remainder of the first half of the book he reviewed alternative reasons for the greatness of the 17 teams. After

trying to disprove his theory on whether the catalyst for success was the captains or not, the author settled in on defining the seven traits in common with the elite captains and exploring specific examples of them. The seven traits were:

1. Extreme doggedness and focus in competition
2. Aggressive play that tests the limits of the rules
3. A willingness to do thankless jobs in the shadows
4. Low-key practical & democratic communication style
5. Motivates others with passionate nonverbal displays
6. Strong convictions and courage to stand apart
7. Ironclad emotional control

The most fun part of the book was looking at how it translated to Chapin and what I could take away to help us move forward. I think one important piece was that anyone can be a driving force behind the success of our company. We will not always personally succeed at everything we do, but persistence pays off and rubs off on others. How we react to set backs and successes can have a big impact on all our fellow employees. Any one of us here at Chapin can be the next



great captain. Leadership and drive for success can come from anyone. If we all try to be a little more like the elite captains in our work we can achieve great things.

I will finish with one of the takeaways from early in the book, I thought it was interesting:

*When an organization achieves astounding results, there is a temptation to look beyond the men and women who did the work. We're inclined to believe that the results must be a reflection of the scaffolding around them – a matter of having enlightened management or more financial resources than anyone else. The most enduring dynasties in sports history, however, didn't always have those advantages.*

I think this quote embodies a point I want to hammer home, that our company is successful because of all of our efforts. We are a team and anyone of us has the capability to do great things.

# MILESTONES

## RETIREMENTS

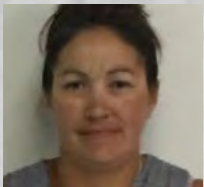
*Maria Chavez, Sub Assembly Plastics - 17 Years*

## ANNIVERSARIES

**20 YEARS:** Michael Edenhalm  
Scott Hall

**15 YEARS:** Carol Morgan  
Christopher Rumfola

## WELCOME TO CHAPIN!



**Janet Baase**  
*Trimmer Packer - 1st*



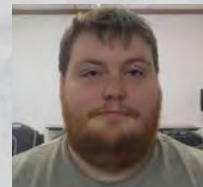
**Dominic Bennett**  
*Trimmer Packer - 2nd*



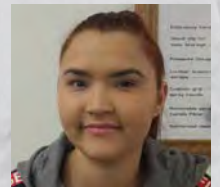
**William Budnack**  
*Trimmer Packer - 2nd*



**Austin Carnall**  
*Trimmer Packer - 3rd*



**Cameron Comer**  
*Trimmer Packer - 3rd*



**Keyshla Davilia Amoro**  
*Trimmer Packer - 3rd*



**Melinda Hagen**  
*Senior Accountant*



**Nicholas Headen**  
*Engineer Co-Op*



**Brennan Lardner**  
*Metals - 1st*



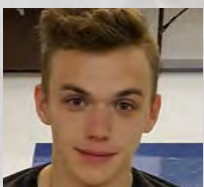
**William Littleboy**  
*IT Manager*



**David Martin**  
*Sub Assesmbly - 2nd*



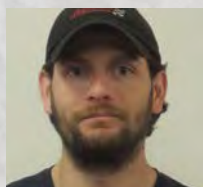
**Allen McKee**  
*Production Supervisor*



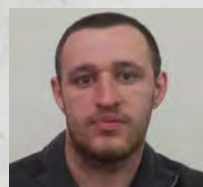
**Julius Ohlson**  
*Metals - 1st*



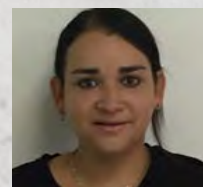
**Fredrick Pintos Santos**  
*Trimmer Packer - 2nd*



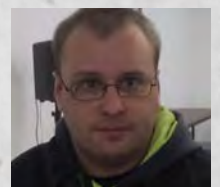
**Jeremy Preen**  
*Trimmer Packer - 2nd*



**Dakota Reamer**  
*Trimmer Packer - 3rd*



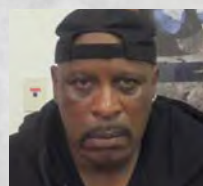
**Zoranyeliz Rodriguez**  
*Trimmer Packer - 2nd*



**John Schmidt**  
*Trimmer Packer - 3rd*



**Cody Snyder**  
*Trimmer Packer - 2nd*



**Charles Wroten**  
*Metals - 1st*



# Product Spotlight

by Jeff Meisenzahl



## M.O.E. Backpack

Chapin continues to define Innovation as we have taken our Mixes on Exit technology and gone packing! Chapin's new **63950 4 Gal Backpack** will feature the revolutionary clean tank system: our patented M.O.E. technology.

The unit will come with two (2) 39 ounce mixing tanks, comfort grip shutoff and wand, 3 nozzles, and new ultra-comfort shoulder straps with lumbar support.

Continuing with the same concept as the 15 & 25 gallon M.O.E. sprayers, you set the dial and go. Mixes on Exit takes the thought out of spraying and the convenience of two tanks means no mess, less exposure to harmful chemicals, and quick and easy changeovers.

As Chapin continues to establish its place through innovation in the sprayer market, the new line of Mixes on Exit sprayers will keep us a step ahead of our competition, as some predict that this technology will change the landscape of the sprayer market.

# MIXES ON EXIT BRINGS IN THE GOLD!



The Chapin Mixes On Exit™ clean tank spraying system was recognized by Home Improvement Executive magazine as the most innovative product for 2019 in the ATV category. This is truly an honor and the Chapin team takes pride in bringing such innovation to a category that has been unchanged for decades. This recognition is a testament to the hard work and dedication all of us at Chapin put forth daily.

## We'd love to hear from you.

Articles and updates in *Chapin Connections* are written by employees. Your thoughts, ideas, and observations are not only welcomed, but needed.

To submit ideas, articles, photos—or if you have questions—feel free to email [wsmith@chapinmfg.com](mailto:wsmith@chapinmfg.com).

—Walter Smith

# FALL RECIPES



## APPLE FRITTERS (from jocooks.com)

### Ingredients:

- 2 cups all-purpose flour
- 2 1/2 tsp baking powder
- 2 tsp cinnamon ground
- 1 tsp salt
- 2 eggs
- 1/2 cup sugar
- 2 tbsp butter unsalted, melted
- 3/4 cup milk
- 2 tsp vanilla extract
- 3-4 medium apples peeled, cored and cut into small pieces
- canola oil or vegetable oil, for frying
- powdered sugar for dusting, optional

### Instructions:

1. Heat oil: Heat a large pot of vegetable oil to 375 F degrees.
2. Make batter: In a large bowl mix all the dry ingredients together; the flour, baking powder, cinnamon and salt. In another small bowl, whisk eggs and the sugar together first, then add in the butter, milk and vanilla extract.
3. Add the wet ingredients to the dry ingredients and stir using a wooden spoon or a spatula. Fold in the apples so that everything is well incorporated.
4. Fry fritters: Take a large cookie scoop and very carefully drop balls of batter directly into the hot oil. It's best to let them drop slowly and as closely to the oil as you can to avoid splashes. Use a chop stick or skewer to flip the fritters once they've browned. Keep a close eye on them! Should take 2 to 3 minutes.
5. Use a slotted spoon to remove the apple fritters from the oil, and work in batches as to not over crowd the pot. Repeat with remaining batter.
6. Serve: Sprinkle with powdered sugar and serve warm.



## OLD-FASHIONED SOFT PUMPKIN COOKIES

### Ingredients:

- 2-1/2 cups all-purpose flour
- 1 teaspoon baking soda
- 1 teaspoon baking powder
- 1 teaspoon ground cinnamon
- 1/2 teaspoon ground nutmeg
- 1/2 teaspoon salt
- 1-1/2 cups granulated sugar
- 1/2 cup butter (1 stick) softened
- 1 cup LIBBY'S 100% Pure Pumpkin
- 1 large egg
- 1 teaspoon vanilla extract
- Glaze (recipe follows)

### Instructions:

**PREHEAT** oven to 350°F. Grease baking sheets.

**COMBINE** flour, baking soda, baking powder, cinnamon, nutmeg and salt in medium bowl. Beat sugar and butter in large mixer bowl until well blended. Beat in pumpkin, egg and vanilla extract until smooth. Gradually beat in flour mixture. Drop by rounded tablespoon onto prepared baking sheets.

**BAKE** for 15 to 18 minutes or until edges are firm. Cook on baking sheets for 2 minutes; remove to wire racks to cool completely. Drizzle glaze over cookies.

### For Glaze:

**COMBINE** 2 cups sifted powdered sugar, 3 tablespoons milk, 1 tablespoon melted butter and 1 teaspoon vanilla extract in small bowl until smooth.



## PUMPKIN PIE TRUFFLES

### Ingredients:

- 2 ounces cream cheese, softened
- 1 tablespoon confectioners' sugar
- 1/2 cup white chocolate, coarsely chopped, melted
- 1/3 cup pumpkin puree
- 1 cup gingersnap cookie crumbs, plus more for garnish
- 1/2 cup graham cracker crumbs, plus more for garnish
- 1 teaspoon pumpkin pie spice
- pinch of fine sea salt
- 2 cups dark chocolate

### Instructions:

1. In a large bowl, add cream cheese and confectioners' sugar and beat until creamy.
2. Melt the 1/2 cup of white chocolate in a double boiler over medium-low heat or in the microwave for about 1 minute.
3. Stir often to keep the chocolate from burning.
4. Transfer to a large bowl, add pumpkin and beat until combined.
5. Add the gingersnap cookie crumbs, graham cracker crumbs, pumpkin pie spice and sea salt.
6. Beat until everything is combined.
7. Cover and chill until just solid enough to roll into balls, about 2 hours.
8. Shape mixture into balls (about 1 teaspoon per ball) by rolling a spoonful in the palm of your hand.
9. Place on parchment paper-lined baking sheets. Loosely cover and refrigerate for 15-20 minutes or until firm again.
10. Melt 2 cups dark chocolate in small, deep bowl. (its depth makes it easier for dipping the truffles).
11. Dip the pumpkin truffles into the chocolate and place on parchment paper.
12. Garnish with reserved gingersnap/graham crumbs before the chocolate sets up.



## PUMPKIN SPICE LATTE

### Ingredients:

- 2 cups milk
- 2 tablespoons pumpkin puree
- 1 to 3 tablespoons sugar, depending on how sweet you like it
- 1 tablespoon vanilla extract
- 1/2 teaspoon pumpkin pie spice, plus more for serving
- 1/2 cup strong hot coffee
- Whipped cream, for serving

### Instructions:

Add milk, pumpkin puree, and sugar to a saucepan over medium heat. Heat until hot, but do not boil. Remove the saucepan from the heat and whisk in the vanilla, pumpkin pie spice, and the coffee.

Divide the mixture between two mugs. Top with whipped cream and a sprinkle of pumpkin pie spice.

## TO OUR VETERANS



*"We remember those who were called upon to give all a person can give, and we remember those who were prepared to make that sacrifice if it were demanded of them in the line of duty, though it never was. Most of all, we remember the devotion and gallantry with which all of them ennobled their nation as they became champions of a noble cause." -- RONALD REAGAN*

Chapin recognizes all of the men and women who are or who have been members of the armed services. We would like to take a moment to offer thanks to the extraordinary Chapin employees who have protected the nation. Chapin has more than ten employees who veterans or current members of the armed services and we are forever grateful for their bravery and valor.

**Thank you.**

**CHAPIN**

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