



CHAPIN[®]
CONNECTIONS

Employee Newsletter | Spring 2019

Campbell's Corner

I have always enjoyed David Letterman's top ten lists so I decided I would make one for myself. At work we tend to focus on problems and issues, and let's face it, that is what we get paid to do. However, there are so many positives it is very hard to limit it to just 10. There are many things to be thankful for. Every now and again we have to remind ourselves, with that said, here is my list.

TOP TEN | THINGS I LIKE BEST AT CHAPIN:

- 10 Having Caring Shareholders** The shareholders who are all family members put the company first and their own returns second. I can assure you that is not how many companies run.
- 9 Free Coffee** I run on coffee! 😊
- 8 Contributing To New Ideas** Building something is way more satisfying then selling insurance. I have been lucky enough to have been issued several patents, however, I very much enjoy working with people to come up with new concepts.
- 7 Learning and Obtaining New Skills and Creating Tangible Products** One is never too old to learn new skills.
- 6 Charity Golf Tournament** We support great causes and have a great time.
- 5 The Cornhole Tournament, Family Picnic, Corn Roast and Christmas Party** As many of you know I love to cook, but I really like working with the teams on these events and seeing everyone in a more casual setting.
- 4 Celebrating Newborn Babies with Chapin Employees** Issuing Disney stock for newborns gives me great joy.
- 3 Milestone Pizza Parties** I truly enjoy celebrating the 1 million sprayer milestones throughout the year.
- 2 Being the Biggest and Best Sprayer Company in the World!** A sense of accomplishment, doing something the competitor's cannot.
- 1 The People** At Chapin I have worked with some of the brightest and most diligent personnel in my 40-year career in manufacturing.





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.

—Walter Smith

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CHAPIN CHARITY GOLF UPDATE...

Secure Evidence: New Camera at Justice for Children Advocacy Center Adds Important New Capabilities

By MATT SURTEL

(reprinted from the Batavia Daily News)

BATAVIA — Theresa Asmus-Roth demonstrated a camera Monday afternoon at the Justice for Children Advocacy Center.

Ultra-high definition. Voice controlled. Includes special security measures.

That's because evidence is crucial when you're investigating child abuse allegations. And the new piece of CortexFlo equipment is state-of-the-art.

"This is designed specifically for child advocacy centers," said Asmus Roth, the center's program director. "Until this came on the scene, we were generally using (equipment) used for women's care. They do the job, it takes the magnified photos we need, but the one we were using prior to this used a photo printer.

"There was no way to share anything electronically," she continued. "That was tough. You need to get physical evidence to people and you can't just pop it in the mail. You need to have a way of getting it there in a secure way."



Program Director Theresa Asmus-Roth, demonstrates the organization's new camera functions. It can find minute evidence while ensuring it remains secure.

The JFCAC serves sexual abuse victims and their families, covering an area which includes Genesee, Orleans, Wyoming and Livingston counties. It serves as a sort of "one-stop shop" offering services including forensic interviews, victim advocacy, and mental health counseling.

Cameras are an important part of examining potential abuse the JFCAC's new unit is tailored for the specialized needs.

The camera — using still or video modes — can capture screenshots in extremely sharp detail. Color filters can be used to find any hidden injuries, such as bruises which haven't quite emerged visibly yet.

The resulting information includes password protection and other security measures to protect the victim's privacy.

That's especially important in allowing doctors and experts to review the images promptly and make a determination.



Genesee County Undersheriff Brad Mazur, Sheriff William A. Sheron, and Program Director Theresa Asmus-Roth are joined by Bill Kegler, Ian Weatherbee and Norm Hubbard of Chapin Industries at the Justice for Children Advocacy Center. Funding from Chapin's annual golf fundraiser helped purchase a state-of-the-art camera for child abuse investigations.

“All throughout the country ... there aren't a ton of advocacy centers,” Asmus-Roth said. “There's a really good network of medical providers — you might have somebody in California who's an expert in a specific type of injury. This kind of opens up that door to have a save way to share that information without it going into cyberspace.”

Images can also be burned to DVDs which will self-destruct after a pre-determined amount of time — giving police a week to review the evidence before the DVD stops functioning.

“It's got a password so if, God forbid, it fell out of somebody's briefcase or something, Joe Schmoie on the street wouldn't be able to open it up,” Asmus-Roth said. “You'd need a password.”

The new camera — valued at about \$25,000 — was purchased through funds donated last year through the Chapin Annual Charity Golf Tournament in Batavia. The remaining funds

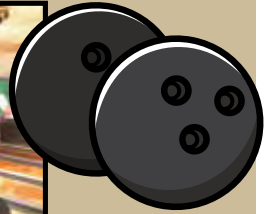
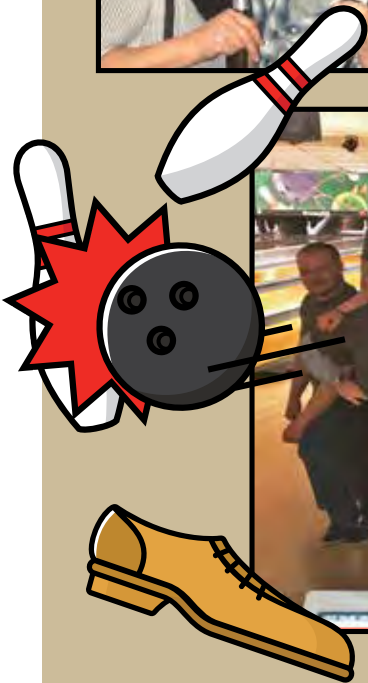
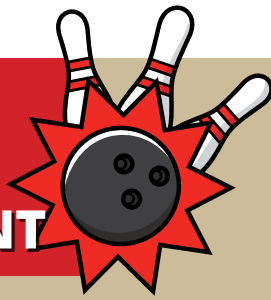
raised will be used to help expand the examining room where the camera's located.

Norm Hubbard, Chapin's director of golf who organizes the annual tournament. He said this year's event, set for Aug. 10 at Terry Hills Golf Course, will benefit the Salvation Army.

“We've supported Boy Scouts, the Girl Scouts, Disabled American Veterans,” he said. “We did the DAV transportation for veterans ... We try to have something that will have an impact on the community or the GLOW area.”

Besides the new camera, renovations remain ongoing at the JFCAC's location on 304 East Main St. Those interested in supporting the effort can visit <https://www.justiceforchildrenadvocacycenter.org/>

ANNUAL **STRIKE OUT!** BOWLING TOURNAMENT



BIRTH ANNOUNCEMENTS



Ryann Lillian Scroger

born 2/19/2019

Father: Jacob Scroger, *Plastics Tech Apprentice*

Mother: Liani Garrastazu, *Trimmer/Packer*

Chapin presents one share of Disney stock to each employee baby upon their arrival

Welcome!



"We keep moving forward, opening new doors, and doing new things, because we're curious and curiosity keeps leading us down new paths."

GRADUATION PHOTOS: if you have a loved one graduating this year, give your pictures to HR for the summer issue!



World of Concrete 2019: *Thinking Outside the Box!*

by Chris Rumfola



In the past, I have written several articles for the Chapin newsletter on different aspects of the World of Concrete (WOC). Those topics covered were customer review & focus, rep review, key customer meetings, showcased product, new product review, rep meeting issues, etc. This year, I want to divert my attention to the old cliché of – “Thinking outside of the box”. So, where exactly am I going with this? Good question...

The Chapin booth is typically located in the South Hall of the Las Vegas Convention Center. The size of our booth is 20’ x 50’ and displays product highlighting metal sprayers, poly sprayers, ice-melt spreaders, coloration of concrete sprayers, nozzles & our sprayer pallet promotion. In short, our products are properly displayed with a story to tell to our customer. So, what can we do to increase our exposure to the multitudes of people attending? Here’s where we go outside the box...and I mean *literally* outside.

Without ever attending the WOC you wouldn’t know the layout/floor plan of the show; which includes exhibitors’ booth locations and demonstration locations. Specifically, outside the South Hall exists demonstration areas where people show off their concrete prowess, involving custom flooring systems, coloration of concrete, surface protection, molds, etc. How great would it be if Chapin were represented well outside in the demonstration area, prominently displayed for all foot traffic to see? That would be awesome!!! As such, over the past several years we have been working with key customers to broaden their “in-demo” array of Chapin sprayers – and to have them displayed in their booths as they are demonstrating their products. Great concept, free advertising!!!

In case you do NOT know; Chapin is known as the leader in Concrete Sprayers...*that is a fact!* We are the home of the “Red Can” which is no surprise (with the



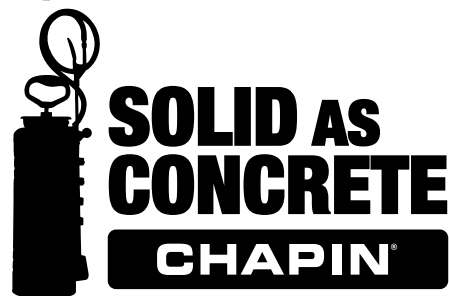
reputation of the 1949). And we have made efforts to expand our presence throughout the WOC. Please take a few minutes to see the photos from this year's event. In addition to expanding our presence in the demonstration areas we have been working with individuals on training & classroom support.

- Paul Schneider is a certified trainer working for Patterned Concrete of Cincinnati. Paul uses strictly Chapin product for his classes and demonstrations at the WOC. This year he was excited to see the advent of the new 6-8302 nozzle – this is a poly nozzle with stainless steel insert that minimizes banding when spraying sealers.

- Bent Mikkelsen of Concrete Décor Magazine features Chapin products while building his extensive display outside the South Hall. I have to give kudos to his team... the sprayers hanging on the fence have been used and cleaned – great job.

- Bill Kellogg, Professor emeritus at Cal Poly State University – attends the WOC and uses Chapin sprayers for his students. He has shared pictures of the students working with concrete and using Chapin sprayers.

I like that, Chapin located inside the South Hall of the Convention Center with all products professionally displayed & outside the Convention Center in demonstration areas and in classes/training sessions. Having a dominant presence at the WOC can only help promote our product in the industry. I wish success to us all!



Employee Spotlight: Maria Chavez

by Deb Zawadzki

The wonderful Maria Chavez is a 19 year veteran of Chapin. She has had her hands in several departments including everything from the metal line to plastics, and her current position in sub assembly. Maria stated that the last 19 years have gone by fast and she really enjoys working here alongside all the people that have treated her so nicely. Her work ethic speaks for itself. Maria is more than willing to help others in need. Maria is a proud employee that likes to participate yearly in the Chapin picnic and Christmas party along with all the Chapin wellness activities.

Maria states, "It is an honor to be chosen to have an article sharing her experience at Chapin". When you work with someone you don't always get the opportunity to learn about their life outside of work. Maria was very proud to speak with me about her family and how she got to be where she is today. We spoke about her being born in Mexico and how she enjoys traveling back every few years to visit with her family and friends. She was only 17 years old when she left Mexico for the United States. She went to Chicago where she met her future husband to be, Jose. Maria and Jose have been married for over 37 years and share 3 wonderful children together. Jose Jr. whom is 37, Armando is 32, and Emily is 21. Maria is very proud of her children. All three of her children are college graduates with "her baby" Emily graduating this year. I could see the proud mother gleaming from ear to ear. Although she has no grandchildren yet she is patiently waiting, and hoping, that when she retires in 2 years she will have babies to take care of.

Prior to Maria's employment at Chapin she worked for her brother at his local restaurant. She mentioned her hobby is cooking and she LOVES to cook. I personally remember attending my first Chapin family picnic and eating the homemade nachos and salsa that was made by Maria. It was delicious! Jim Campbell and Chris Rumfola worked with her husband Jose at Markin Tubing. On Thursday's Jose would deliver Maria's wonderful homemade burritos. Both said they were a real hit and fellow employees looked forward to the burrito for days. Just a thought.....maybe when Maria retires she can occasionally come back to Chapin and sell her burritos in the break room (hint, hint).

When you have a chance, stop by and chat with Maria. She has a very interesting background and a very uplifting spirit. Maria is a very warm and energetic person that makes you smile every time you meet her.



THIS YEAR'S

PLAYING TO LOSE

Christine Morgan
Sue Stone
Mike Confer
Larry Dubois
Dennis Moscicki

THE SLIMSON'S

Debbie Zawadzki
Becky Yauchzee
Amy Coopenberg
Brenda Milillo
Nick Mesler

WAIST MANAGEMENT

Jim Campbell
Bill Kegler
Chuck Mattes
Jen Lockemeyer

FLABULESS FIVE

Barry Ricketts
Doug Ehrhart
Ian Weatherbee
Ian Goodrich
Katie Smith

THE BEACHED WHALES

Megan Curry
Eric Ficarella
Travis Ettinger
Bryan Johnson
Michelle VanOrden

VEGETABLE TOWERS

Vince Vollo
Doug Wolk
Chris Rumfola
Jeff Meisenzahl
Walter Smith



TEAMS

MISSION SLIMPOSSIBLE

Cindy Kegler
Maria Chavez
Scott Fisher
Dan Mast
Mike Hough



NEXT WEIGH-IN:
APRIL 29TH
GOOD LUCK!

MILESTONES

ANNIVERSARIES

20 YEARS: Rudolph Tydelski **10 YEARS:** Doug Platt
5 YEARS: Charles Bookmiller, Eric Ficarella

WELCOME TO CHAPIN!



Abdalla Ahmed
Trimmer Packer Backpack



Indra Baxi
Manager of Engineering



Caleb Binnert
Trimmer Packer



Michael Confer
HR Manager



Laura Conner
Trimmer Packer



John Czap
Sales Coordinator



Christopher Diers
Trimmer Packery



Daryn Emke
Assistant Plant Superintendent Trimmer Packer Backpack



Michael Geer



Ian Goodrich
Controller - Cost & Inventory



Zaccariah Ibrahim
Trimmer Packer Backpack



Patricia Jones
Trimmer Packer



Jennifer Lockemeyer
Director of Human Resources



Christian Lopez Torres
QC Technician



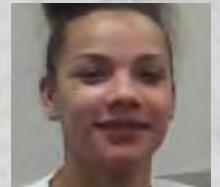
Manuel Mendoza-Stymus
Trimmer Packer



Meghan Michalak
Accounts Payable & Receivable Specialist



Joel Morales-Cruz
Trimmer Packer Backpack



Tanisha Nealy
Trimmer Packer Backpack



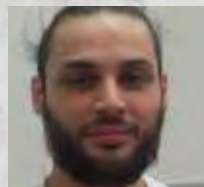
Antoun Obied
Engineering Co-Op Student



Raja Palepu
Programmer



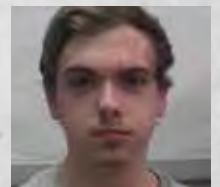
Gabriel Ruiz
Trimmer Packer Backpack



Luis Santiago
Trimmer Packer Backpack



Francis "Buzz" Scullin
Material Handler Shipping



Jacob Stokes
Trimmer Packer



Kenneth Torrico
Trimmer Packer



Eddie Vega de Jesus
Trimmer Packer



Rebecca Viehdeffer
Accounts Receivable Specialist



Kyle Viehdeffer
Trimmer Packer



Joseph Wynn
Trimmer Packer

Prizes awarded for first, second and third place

CHAPIN CORNHOLE TOURNAMENT

Saturday May 18th at 11am

FREE Tournament is open to all Chapin employees, their spouses or significant others

- **2 Person Teams**
- **Sign Up by Friday, May 3rd in HR office**
- **FREE T-Shirt for all participants**
- **No Children Allowed**

All profits go to the local food pantry

THE NAME OF THE TOP TEAM WILL BE PLACED ON A CHAPIN SPRAYER TROPHY

Team Registration Begins at 10:30AM

Refreshments available for purchase:

\$1.00 HOT DOGS & HAMBURGERS

\$1.00 FRENCH FRIES

\$1.00 BAG OF CHIPS

\$1.00 BEER

\$1.00 SODA

\$1.00 WATER

NO OUTSIDE FOOD OR BEVERAGE ALLOWED

PRODUCT SPOTLIGHT: MIXES ON EXIT

STOP • SWAP • SPRAY

Who's Ready for a Revolution?

by Teresa Wozniak

STOP • SWAP • SPRAY

MIXES ON EXIT™
The Clean Tank Spraying System

SEE VIDEO & EXPLORE THE ENTIRE MIXES ON EXIT™ LINE OF SPRAYERS AND ACCESSORIES AT CHAPINMFG.COM

MODEL 97561 25 GAL MIXES ON EXIT SPRAYER

MODEL 6-8061 2 GAL CONCENTRATE TANK

*Chapin's
Mixes on Exit
Starts to Catch On...*

We are all familiar with “March Madness” the chaotic and exciting single elimination NCAA basketball tournaments that takes place every March and end with champions crowned in April. Chapin has generated its own excitement in the sprayer market with *Mixes On Exit*, our innovative new ATV Sprayer known internally as “M.O.E.” Interest and enthusiasm for M.O.E. has been building since we first introduced the product to the market at the 2018 National Hardware Show. M.O.E. is now available and with its official launch the product has taken off like a rocket. Unlike the outcomes of the basketball tournaments, we

knew that the clean tank sprayer concept embodied in M.O.E. would be a winner from the start.

M.O.E. was featured in a previous Chapin Newsletter and to refresh your memory, the greatest strength of this product is the ability to easily switch chemicals for landscape, garden and livestock care while keeping the main water reservoir clean, thus the moniker “The Clean Tank Spraying System”. This device is a two tank spraying system with a large tank for water and a smaller tank for concentrate. The concentrate attaches to the main tank with a Quick Connect system incorporating an automatic shut-off valve, allowing concentrate tanks to be switched without any spilling or cleaning required. Concentrate mixes with water when spraying, and a mixing valve allows the user to set a mix ratio from 1 to 15 oz. per gallon. A flow control valve allows fine adjustment of water flow. Boom or Spot spray options can be selected with the push of a lever.

Landscape contractors, maintenance crews, farmers and homeowners love the efficiency of M.O.E. as well as the environmentally friendly aspects of the device. They can buy multiple concentrate tanks for different chemicals, switch them on the fly and store what they don't use for later use, preventing waste and contamination of the environment by not dumping the excess chemicals. Less water is used too because the tank does not need to be rinsed and cleaned each time they use a different concentrate.

M.O.E. has been well received by our customers and is gaining ground in the Farm and Home, Landscape, Hardware and e-Commerce market segments. Tractor Supply signed on for an exclusive M.O.E. catalog number and has set up the product for distribution through their retail store network. Doug Wolk, VP of Sales and Vince Vollo, Marketing Director, recently attended a Tractor Supply trade show for buyers and store managers in Nashville, TN. Doug had very positive feedback to report: “At TSC buyers and store Managers are excited about the new M.O.E. items. The excitement around M.O.E. was great and it was obvious that they had been told about it in meetings that were held prior to the show. Everyone seemed to know a little about the new M.O.E. product. Vince and I had the opportunity to talk with the store managers and explain the product in greater detail. Sales

are just starting to take off and we have distribution at all TSC locations.”

M.O.E. has been making inroads into other distribution and sales channels as well. “Most of our e-Commerce customers now have the new M.O.E. units on line and are seeing positive results” said Doug. “Merchandising and store employee training are now our focus with the Marketing team working on video and store signage that helps explain the product.” Doug also commented on the positive impact M.O.E. has had on our company image and sales: “M.O.E. has created a lot of excitement with our buyers and has really sent a positive message to the trade, viewing us as innovators in the Sprayer industry. We have gained new business/distribution on the current ATV sprayers thanks to the M.O.E. units.”



John White, Corporate Sales Manager, also has enjoyed great success with M.O.E. “I have sold this unit to several customers” he said. The President of Gemplers (landscape and agriculture supplier) sent John a note that said “We are doing several things to feature your sprayer with the removable tank as we love the product. This product will be featured on pages 2 to 3 of our catalog and featured in many e-mails. We have an additional idea... running this product in the Farm Journal.”

The release of M.O.E. has kept Chapin Custom Molding in Elyria, OH very busy for the past three months according to Brian Evertt, Operations Manager. “M.O.E. production took off with a bang at Chapin Custom Molding, just three months ago in January” said Brian. “At the plant we ran the blow molder 5 to 6 days a week, 24 hours a day, to produce enough 25 gallon tanks to fulfill customer demand. When we started back in January our warehouse was completely empty. In a short (but busy) three weeks' time our warehouse was packed with enough components to keep us running for a couple of months and hundreds of finished units to go out to our customers in time for spring. Our warehouse staff went from having nobody to a supervisor, 2 material handlers, and 6 assemblers on first shift. We sustained a 6 day a week operation for nearly 2 months.”

The results are in: M.O.E. offers more to the markets we serve and they want more M.O.E.!



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