

Chappell Supply Celebrates the Grand Opening of New Facility

On October 13, Chappell Supply and Equipment was able to celebrate the long-awaited Grand Opening of their new building at 6509 West Reno in Oklahoma City. The company was started in February of 1984 when Roy Chappell purchased two pressure washers from Delco Cleaning Systems and attended their service training school.

Chappell Supply is proud to be a family-owned and operated business. Today, they have 49 employees including Chappell's wife, Linda; his son, Chase Chappell, and wife Shyla; sons Blake Chappell and Cole Chappell, along with grandson Braden Robinson. Roy's favorite saying is "You are only as good as the employees you hire, and we have the best!"

Roy Chappell has served on the board of directors for the Cleaning Equipment Trade Association as President two different terms. He was also recently honored as Founder and Principal contributor to the development of the Cleaning Equipment Trade Association Education Scholarship Fund, which now provides six \$4,000 college scholarships each year.

Recently, Chappell Supply was honored by being named to the Oklahoma City Metro Top 50 Privately Owned Companies for 2011. They are also among the top 25 family-owned businesses in the Metro area. Additionally, Chappell Supply has been the number one distributor for Mi-T-M Pressure Washers for the past five years.

The company sells and services pressure washers and industrial wastewater treatment systems. They also sell industrial and hydraulic hoses, generators, air compressors, chemicals used in the industry, and poly tanks.



Don't Get Put on the Spot

Do you do "smoke spot" tests on oil burners? If so, be aware that the visual scales provided with some aftermarket smoke test paper have been found to be quite inaccurate. According to an article in *ICM* magazine (*Indoor Comfort Marketing*, formerly *Oilheating Journal*, October 2011), some aftermarket smoke spot scales are so far off that the number one smoke spot on the scale corresponds to the number four smoke spot on the long-established Bacharach scale.

Formulation Process for New DOE Rule Bodes Well for Industry

In July 2011, the Department of Energy issued a Direct Final Rule establishing new federal minimum energy efficiency levels for residential furnaces, heat pumps, and central air conditioners. The Air Conditioning, Heating, and Refrigeration Institute (AHRI) happily reports that the rule includes consensus agreement levels, something that "has never been done" before. Stakeholders got together, did their homework, and "essentially [did] the government's work for it." (Reported in *Appliance Design*, October 2011.)

CETA is working to take a proactive approach in efficiency matters before someone else does it for us. CETA's

resources and regulatory clout are not as great as those of AHRI, but hopefully our association will be able to develop something that is realistic and also acceptable to authorities.

Businesses: Higher Unemployment Taxes May Hit Twice

Most businesses can expect to be paying higher unemployment taxes, according to the September 28, 2011, *Wall Street Journal*. During the prolonged recession, many states used up their unemployment funds, and then they borrowed from the federal government to cover their benefits. At this point, 27 states owe almost \$38 billion to the feds.

The double whammy is that not only will many states raise their unemployment taxes (paid by the employer), but employers whose states do not have their loan balances to the feds paid by November 2011 can expect to pay higher federal unemployment taxes.

More "Offshore" Jobs Return to U.S.

On October 7, the *Wall Street Journal* reported that the dribble of jobs back to the U.S., while certainly not yet anything like a torrent, is picking up speed. Cited as an example is Otis Elevator Co., which had moved production to Mexico in 1998. The company is building a new plant in South

Carolina and says the move back to the States will end up saving it money.

The same is happening with China. Ford Motor Company says it will make in the U.S. some auto parts it had been sourcing in China. The trend even includes the opening of a new furniture factory in North Carolina.

Along with rising wages outside the U.S. and increased shipping costs, another factor is increased use of automation in the new U.S. factories. The furniture plant mentioned above will produce with 135 employees what would have taken 250 in the past. The *Journal* says that, according to a consultant, the industries most susceptible to return of jobs are: furniture, transportation goods, computers and electronics, electrical equipment and appliances, plastics and rubber products, machinery, and fabricated metal products. Perhaps this is good news for our homegrown pressure washer industry here in the States.

For upcoming industry events, please turn to the Cleaner Times Industry Calendar on page 57!

Note: Industry Watch submissions should be e-mailed to garyw@adpub.com or mailed to Industry News, 2175 Clarke Drive, Dubuque, IA 52001-4125. High-resolution photos are optional. **cr**

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