



PRESS RELEASE | APRIL 25, 2017

## **Tsurumi Pump announces Doug Chappel as new regional sales manager**

- *Tsurumi Pump has announced Doug Chappel, former managing principal for Landmarc Environmental Systems, as its new sales manager for the southeast region.*
- *Chappel's responsibilities will include executing regional sales strategies, providing expertise to both new and existing customers, identifying customer needs and much more.*

Tsurumi Pump has named Doug Chappel as its new sales manager for the southeast region. Chappel brings more than 25 years of experience in the fields of pumping equipment and fluid systems, including having founded two pump-related companies of his own. He also brings a previous working knowledge of Tsurumi pumps from his time as a distributor, making him a welcome addition to Tsurumi's North American growth strategy.

Chappel joined Tsurumi in February of 2017. He will assume the responsibilities of Chuck Kratz, whose territory comprises 11 southern U.S. states and the Caribbean islands. His duties will include establishing new distribution channels throughout the region, identifying revenue opportunities and providing expertise to both new and existing customers.

"I am looking forward to continuing my long-time relationship with Tsurumi, moving from distributor to team member," Chappel said. "The quality and breadth of the Tsurumi product line make it rewarding to work with clients and to satisfy their application needs. I look forward to working with the existing networks established by my predecessor, Chuck Kratz, and using my experience to create pumping solutions for a whole new array of customers."

Chappel earned his bachelor's degree in mechanical engineering from the University of Connecticut. He has founded two companies over the course of his career: Lucas Technologies, a distributor of pumps and controls to the sewage, wastewater and industrial process industries; and Sligo Systems, a pump systems integrator focused primarily on the

solid waste industry. Both companies were acquired in 2012 by Illinois-based Landmarc Environmental Systems, for which Chappel acted as managing principal from 2012 to 2016.

Glenn Wieczorek, managing director for Tsurumi, said that Chappel will thrive in his new role as a result of his technical prowess and sales abilities.

“Doug has an entrepreneurial spirit that will serve him well at Tsurumi,” he said. “He has run two companies of his own and knows what it takes to generate sales and maintain relationships. In addition to that, he has the engineering expertise to walk our customers and distributors through every step of the design process. He’s exceptionally well-rounded, and we’re lucky to have him.”

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**About Tsurumi**

Tsurumi America Inc., a division of Tsurumi Manufacturing, was founded in 1979. Headquartered in Glendale Heights, Illinois, Tsurumi America has bases in Quebec, Canada; El Paso, Texas; and West Jordan, Utah. Globally, Tsurumi is active in 45 countries and has been an innovator in the pump industry since 1924. Tsurumi America has been providing more than 35 years of leading pumping technology in construction, civil engineering, mining, industrial wastewater, domestic wastewater, sewage treatment, flood control and scenery creation fields. All Tsurumi products are backed by independent, third-party verification. Beyond leading pump technology, Tsurumi America is recognized for its robust distribution network and one of the largest on-hand inventories in North America.