

Chemical Containers, Inc. (CCI) uses Hannay Reels to reach new heights

Solving customer challenges with collaboration and teamwork.

What started as a fertilizer injection business in 1983 has grown to aid industries around the world. John Motis, President and CEO of Chemical Containers, Inc. (CCI), started manufacturing equipment for citrus farms and hasn't stopped adding capabilities to the company profile.

Today, CCI is a leading manufacturer of spray equipment for various industries. A Chemical Containers customer is anyone who stores, pumps, or sprays liquids, from companies with one truck to those with a fleet of 300.

Never afraid to seek new opportunities.

When you're good at what you do, people will come to you to solve their problems. Chemical Containers found success by modifying equipment and creating new models to meet customer obstacles. "Our equipment is 100% customizable," says Motis. "It's what makes us who we are . . . Our willingness to listen to customers and help them is what sets us apart from our competitors."

A trusted reel helps everything fall into place.

From the early days of the business, John Motis knew he wanted to use Hannay reels for Chemical Containers' equipment. "I saw Hannay reels everywhere," says Motis. "When I wanted to expand to other industries, I was quick to realize that the brand I needed was Hannay in order to be one of the big boys."

Many CCI trucks are equipped with the **Hannay 1500 Series power rewind reel**. Motis says it has become a staple of the business: "The versatility and quality of the reel and how we can have multiple pumps and multiple reels on one truck make it a great fit."

When customers have an issue with a truck, Chemical Containers will work hard to get them back on the road. Hannay works with CCI to find quick solutions to defects and equipment failure.

"I believe that the number one thing is to take care of the customer," says Motis. "Because, if you don't, you never get a second chance. What I've found with Hannay is they always back me up."

Business is spreading like wildfire.

John Motis was inspired by a truck he saw on the side of the road and decided he wanted to expand the business into firefighting equipment. A friend, retired Fire Chief Jerry Brown, helped Motis learn the firefighting industry and make inroads. The business used what they learned in lawn and tree spray and aluminum fabrication to create quality products. Chemical Containers' relationship with Hannay helped it supply the right reels for fire and rescue operations.

This new initiative led to the development of the **Chemical Containers Warrior Brush Truck**. It's a smaller and more agile vehicle, which makes it ideal for accessing and extinguishing fires in rural or wildland areas. Hannay worked with Chemical Containers to create a unique system of four independent sprayers. CCI has built a new space in its Florida facility devoted to fire and rescue equipment, seeing more opportunities to manufacture ATV sprayers and high-water rescue vehicles with hose reels.

Chemical Containers will continue to grow.

John Motis doesn't rest, so there will be many new and exciting innovations to come for Chemical Containers. One thing that won't change—Hannay reels will be a part of any new spraying equipment. "My customers love Hannay reels. They tell me they love the quality," says Motis. "When we write a quote, we specify the reel. We make sure people know that it's a Hannay."

CCI trucks have utilized Hannay reels for many years of consistent, reliable performance. ▼



Many Chemical Containers trucks are equipped with the Hannay 1500 Series power rewind reel—known for its versatility, quality, and reliability.

Customer

Chemical Containers, Inc. (CCI)

Locations

Lake Wales, FL

Customer Challenge

Develop a spray truck with four independent spraying systems

Hannay Solution

1500 Series Reel

"My customers love Hannay reels. They tell me they love the quality."

—John Motis
President & CEO
Chemical Containers, Inc.

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The reel leader.