GREEN BUSINESS QUARTERLY

W

CONTRACTORS & BUILDERS Commercial painting and wood finishing

LOCATION:

Anaheim, CA www.wilsonhampton.com Off: 800.398.2468 Fax: 714.284.4900

> USGBC MEMBER SINCE: April 2008

> > AVERAGE
> > ANNUAL SALES:
> > 7 million

EMPLOYEES: 60



WILSON & HAMPTON PAINTING CONTRACTORS

BY DANIEL CASCIATO

ESTABLISHED IN ANAHEIM IN 1923, WILSON & Hampton Painting Contractors have become a recognized and respected leader within its craft and marketplace, as well as the sustainable movement.

"What we have always tried to do in the past, and what we're doing now, is to be on the leading edge of education and in the forefront of what the market is doing," says the firm's president, Doug Hampton, whose father and great uncle started the company. "We have done everything we can to be ahead of the green movement, even before some of our manufacturers. We have done a lot of work to know

what's coming. We also stay current with the US Green Building Council, what the government is requesting, and what LEED certifications require."

One of the reasons why Hampton is confident that they are ahead of the curve is its location in Southern California, which has the most strict air quality control in the country.

"That alone makes us stay ahead of what is going on," he says. "We push our manufacturers to keep us ahead and to keep us informed on what products meet LEED certifications, meet air quality management district's requirements, and how [we can] become a knowledgeable force for architects and contractors who call on us for help to meet the goals of being green."

Wilson & Hampton, which has worked on many significant projects in its history, including painting Disneyland, touts itself as an industry "LEED-er."

In the 1960s, the company pioneered the refinishing of metal office equipment by using an electrostatic process, a system for coating metal surfaces. Electrostatic painting is an efficient process, where companies can upgrade and rejuvenate



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Doug Hampton, President

their entire office or factory area in a choice of finishes at a fraction of replacement cost. Furniture, lockers, machinery, and much more can be painted in-shop or on site by drawing the paint directly to the metal surface to be painted and "wrapping" around it, using less paint, leaving no drips, spatter, or overspray.

"Back in the mid '60s, we began going into people's offices at night to refinish their equipment," says Clifford Hampton, Doug's brother, and the company's chief operating officer. "At that time, this was being driven by economics, but it was also a tremendous savings of resources because it allowed people to refresh their equipment and keep it in service rather than replacing it. That process is actually coming around again, we have customers who are recycling and refurbishing more modern equipment to minimize the amount of waste."

The company has also implemented in-house green initiatives such as paper recycling, economical fleet vehicles, and replacing decorative landscaping with artificial turf.

"We also painted all of our structures with materials we advertise in our publications...[like] reflective materials to cut our energy consumption," says Ken Pitts, the company's vice president of business development. "We are practitioners of what we are preaching."

Additionally, materials that are excess after a project are sent away for recycling rather than being emptied into a landfill.

"We donate all of our leftover paints and other materials to an organization in Mexico called Cabazon, [an organization similar to] Habitat for Humanity," says Doug.

Due to the reeling economy, Pitts says that the company has started to diversify into new segments of the marketplace such as government and state business, as well as building owners and management associations.

"We are looking at different avenues to market our services," he says. "We're not waiting for the phone to ring, we are being aggressive."

But what won't change is the company's dedication to the green movement.

"Green is not scary," Pitts says. "This movement is for real, and we are challenging everyone to become a 'LEED-er' like we are." GBQ

