

# Robert-James Sales, Inc.

## PIPELINE

Issue 47

March 2012

### Chicago Branch Expands



Roughly a year ago, the Chicago branch acquired the neighboring building to help in our continued effort to grow as well as providing assistance to the Indianapolis and Minnesota branches. With the increase in material and new products we are now stocking more to better serve our customers. Our inventory dollars went from approximately 650,000.00 to 1,000,000.000 and our total square footage went from 8,050 to 16,205 square feet.

The warehouse transformation was a three month laborious effort by all parties involved including our president Jim Bokor Jr. who designed the layout. He made several visits to help with construction and the relocation of our existing pipe rack. Demolition of partial walls occurred to join the two warehouses and offices together. Our Buffalo facility provided us with additional shelving and cantilever racks to accompany our increase in PVF.

In June of 2011, we expanded our sales territory to the Rocky Mountains and hired Jeff Gorrell out of Colorado to our sales team, and then in October we added Michael Ross to inside sales. We also added Ray Miller to our warehouse and recently Victoria Maraldo to our clerical staff. An additional pick-up truck was added to our fleet, all in an effort to improve our service to our customers.



Introducing our Chicago branch...

**Sales**

From left: Eric DeVries, Mike Ross, Matt Towson, Jim Kroll & Jon Denk.

**Warehouse**

From left: Ray Miller, Scott Dymanus, Ralph Guzman & Jeff Fortney



**OUR CUSTOMER**

Is the most important person in our company.

**OUR CUSTOMER**

Is a human being with feelings like our own.

**OUR CUSTOMER**

Deserves our most courteous and attentive treatment.

**OUR CUSTOMER**

Does not interrupt our work; he/she is the purpose of it.

**OUR CUSTOMER**

Brings us his/her needs; it is our job to fulfill them.

**OUR CUSTOMER**

Is part of our company; he/she is not an outsider.

**OUR CUSTOMER**

Does not depend on us; we depend on him/her.



**Office**

From left (back):  
Joanna Flores &  
Vicky Maraldo

Front: Lyne Suver

Chicago Expansion continued...



## **Congratulations to Eric & Kristene DeVries!!!**

Eric DeVries (Inside Sales) and his wife Kristene recently welcomed home Priscilla Leigh DeVries. She was born December 29, 2011 at Palos Community Hospital weighing 4 lbs 16 oz & was 19” long.

Priscilla was baptized January 7, 2012 at Palo Ev Lutheran Church



My name is Michael Ross and I started at Robert-James Sales, Inc. in the Chicago office October 3, 2011 as an Inside Sales person. I have been in the PVF industry for twelve years. I have worked at and owned a family business manufacturing concrete masonry units and selling building materials until 1991 when I sold the company. Other positions I have held are: Roy Strom Company - Outside Sales for excavating, trucking, recycling and refuse removal; American Steel Foundries - Inside Sales Manager for a steel casting manufacturer in the rail and construction industry; Ingersoll Products - Inside Sales for a steel products manufacturer in the agriculture and construction industry; TEK Supply - Inside Sales and Purchasing for a stainless steel distributor of PVF, Sanitary/BPE and Bar products; Southwest Stainless - Branch Manager for a Master Distributor of stainless PVF; Wilson Supply - Branch Manager for the PVF and Mill Tool Supply industry.

My background working at and owning a family business has formed my work ethic to be a hard working and loyal employee. I am company and customer focused with an emphasis in streamlining process and maximizing profit. My philosophy of not accepting the "Status Quo" forces me to think outside the box when servicing the customer and benefiting the company I work for.

After being with Robert-James Sales for only four months, I was asked to go to the Bloomington, MN branch to help out for a while. I was flattered and honored to be considered for such a task after only being with the company for such a short time.

Our company is well known and respected in the industry, and to be part of the Robert-James Sales, Inc. family is an honor. I hope that I have the opportunity to finish out my working career at this company!

**Robert-James Sales, Inc.**

**President:**

James Bokor, Jr.

**Board of Directors:**

James Bokor, Sr.

Robert Glidden, Jr.

James Bokor, Jr.

Joseph McIntosh

James Schmit

Gerard Mazurkiewicz

Robert Glidden, III

***Anniversaries***

**29 Years**

Robert Gomesky Buffalo 03/17/1983

**26 Years**

Donna Spellman Indianapolis 02/10/1986

**18 Years**

Lisa Slebioda Corporate 01/24/1994

**15 Years**

Joseph Papp Buffalo 02/13/1997

Sherri Mowinski Cleveland 01/13/1997

**14 Years**

Richard Dalton N. Carolina 03/09/1998

**10 Years**

Mark Dudzinski Buffalo 01/21/2002

**6 Years**

Albert Calderone Corporate 03/27/2006

William Pavlisak N. Jersey 02/06/2006

**5 Years**

Justin Ermlich Cleveland 02/13/2007

Brian Leonard New Jersey 01/15/2007

**4 Years**

Amanda Brunner Buffalo 01/16/2008

Jeremy Erny Buffalo 02/04/2008

**3 Years**

Clarence Rhett Buffalo 01/05/2009

Roland Marshall New Jersey 01/29/2009

**2 Years**

Scott Dymanus Chicago 02/15/2010

Steve Radike Chicago 02/15/2010

David Lacey Cleveland 02/15/2010

**2 Years (continued)**

Robert Foy New Jersey 02/22/2010

**1 Year**

Brian Cintron Buffalo 02/14/2011

Jerome Rung Buffalo 02/07/2011

Cherie Nichols Corporate 01/24/2011

Eric Haines Indianapolis 01/24/2011

Michael McIntire Indianapolis 01/31/2011

David Wozny Minneapolis 01/24/2011

**Welcome New Employees**

**Buffalo**

David Chojnacki Warehouse 02/27/2012

Theresa Gilbert Clerical 03/12/2012

Larry Hemmerling Warehouse 03/26/2012

Thomas Kavany Warehouse 03/26/2012

Jesica Langford Clerical 03/19/2012

Thomas LoCastro Warehouse 02/07/2012

Michael Marshall Warehouse 01/09/2012

Jamie May Clerical 03/19/2012

Richard Solomon Warehouse 02/06/2012

Russell Tucker Warehouse 03/27/2012

Marcell Yanders Warehouse 04/02/2012

**Corporate**

David Nowaczewski Sales Manager 03/26/2012

**Chicago**

Victoria Maraldo Clerical 02/29/2012

**Cleveland**

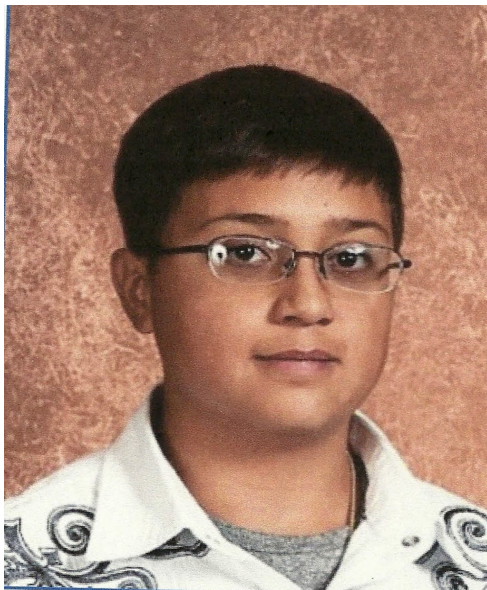
Michael Holisky Inside Sales 01/02/2012

**New Jersey**

James Schenck Inside Sales 02/06/2012

**Did you know:**

- ◆ Oak Forest is a suburban city about 24 miles south/southwest of downtown Chicago in Cook County, Illinois.
- ◆ That the Oak Forest population at the 2000 census was 28,051 people, 9,785 households, and 7,338 families residing in the city.
- ◆ The area currently known as Oak Forest was originally called Cooper's Grove in the early 19th century.
- ◆ Oak Forest is mostly surrounded by Cook County Forest Preserves (hence the name).
- ◆ Chicago is the largest city in the state of Illinois and the third most populous city in the United States, with around 2.7 million residents.



THOMAS CASTILLO III STEP SON OF JOANNA FLORES(CHICAGO) RECEIVED HIS HEART AND LIVER TRANSPLANT ON MARCH 1, 2012.

AFTER A LONG WAIT AND STRUGGLE HE FINALY RECEIVED A BITTER SWEET BLESSING FROM GOD! THOMAS WAS BORN WITH A HEART CONDITION AND AFTER SEVERAL SURGERIES THERE WAS NO OTHER CHOICE OTHER THAN TO PUT THOMAS ON A HEART TRANSPLANT LIST.

HE IS DOING GREAT NOW AND IS IN RECOVERY TO COME HOME. IT HAS BEEN A LONG ROAD FOR THIS YOUNG MAN BUT HE IS A DEFINETLY A FIGHTER!

HE WANTS TO BECOME A CARDIOLIGST TO HELP YOUNG CHIL-DREN LIKE HIMSELF AND GIVE THEM A SECOND CHANCE AT LIFE.

As the Columnist and Editor of the PIPELINE,  
I welcome any input you may have with regards to  
current events, suggestions and resources to share with other branches.

For those who contributed material,  
thank you for making the newsletter more enjoyable.

Thank you.

*Amanda Stelmach & Tammy Tout*