

Robert-James Sales, Inc.

PIPELINE

Issue 42

June 2012

In memory of Bill Barto



Bill and Joan Barto in 2001

William ‘Bill’ Barto, previous Executive Vice President of Robert-James Sales, Inc passed away on Monday, May 7, 2012. Bill began his career at Robert-James Sales in 1973 and continued to grow both professionally and personally until he retired from Robert-James Sales back in 2007. Bill is commonly referred to as the ‘dash’ between the Robert and the James. He was an important piece of the Robert-James family with a wealth of knowledge and was highly respected by all.

Jim Bokor Sr. said of Bill...

That he was like a brother, my shooting buddy, a friend and most of all the most honest person that I have ever met.

In business, that same ethic held true. With Bill, everything was either black or white. I can say without a doubt that Bill was 1,000% dedicated to Robert-James Sales.

Goodbye, I will miss you.





Featuring our Indianapolis branch...



Hi! My name is Kristen Cutshaw, I was hired on at Robert-James Sales in June 2011 as an Administrative Assistant. We have a great team here in Indianapolis and I am excited to be a part of it! A little about me... I was raised in Fishers, IN and graduated from Hamilton Southeastern High School in 2001. From there I attended Indiana University in Bloomington, IN where I received my Bachelor's Degree in 2006. I focused on Hospitality Management but also received a minor in Studio Art. My work background is mostly in the hotel industry; I have done everything from front line/customer service, sales, human resources, administration, and management. Once I became a mommy to two wonderful little red headed boys, Chance and Corben, I decided to make a career change so that I could focus more on them. They keep me incredibly busy but when I do have spare time I love music, writing, photography, photo editing, and scrapbooking. I've lived in Indiana all my life and although I am proud to be a Hoosier, I am determined to get away from the cold weather eventually and head toward the palm trees and the beach!





My name is Rick Sarjent and I came on board with Robert-James in November 2011 as an inside sales person.

I have spent many years in the mechanical industry. I first started as a driver/warehouse man for a large mechanical contractor and eventually became their purchasing agent.

Since that time, I have worked in sales for a couple of wholesalers here in Indianapolis. These wholesalers dealt with mainly carbon steel and some stainless. I'm very glad to be out of the carbon business and to now just deal in stainless steel.

I've lived my whole life in Indianapolis and really love the city. I enjoy having the change of seasons and especially like the Fall season. Indianapolis is a very easy city to get around in and there are plenty of things to do.

I like going to car shows and swimming and boating. I'm fortunate to still have many of my friends that I have known since grade school. We get together often and it is always a good time.

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.

OUR CUSTOMER

"IS" our business.





Kathryn & Steve Harrity

Our deepest sympathy goes out to Steve Harrity, Outside Sales Representative for our Cleveland branch. His wife Kathryn of 49 years passed away on May 8, 2012. Steve and Kathryn have two daughters Carol Harrity and Susan Doyle.



About Indiana...

Did you know:

- ◆ Famous people from Indianapolis include Larry Bird, David Letterman, Jane Pauly and Benjamin Harrison, 23rd President of the U.S.
- ◆ John Dillinger, the famous gangster, is buried in the Crown Hill Cemetery.
- ◆ The movie "Hard Rain" was filmed in Huntingburg.

- ◆ Indiana's shoreline with Michigan is only 40 miles long, but Indiana is still considered a Great Lakes State.
- ◆ Historic Parke County has 32 bridges and is the Covered Bridge Capital of the world.



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

14 Years

Ron Garbe Buffalo 06/01/1998

13 Years

Erica Putt Cleveland 06/01/1999

12 Years

Ray Gragg Indianapolis 04/03/2000

11 Years

Scott Hughes Buffalo 04/02/2001

10 Years

John DeOrio Buffalo 04/15/2002

John Lang Buffalo 04/29/2002

9 Years

Henry Pelow Buffalo 06/25/2003

David Jones N. Carolina 04/14/2003

8 Years

Erin Motter N. Jersey 05/24/2004

7 Years

Michael Myers Indianapolis 05/02/2005

Justin Shidler Indianapolis 04/18/2005

6 Years

James Guyton N. Carolina 05/01/2006

4 Years

Claude Shaw Buffalo 06/02/2008

Eric DeVries Chicago 05/05/2008

2 Years

Michael Orr Buffalo 06/28/2010

Ryan Macfarlane Cleveland 04/19/2010

David Cassesa Indianapolis 06/01/2010

(continued)

1 Year

Jeffrey Gorrell Chicago 06/27/2011

Raymond Miller Chicago 05/31/2011

Kristen Cutshaw Indianapolis 06/06/2011

Jon Marquess Indianapolis 05/02/2011

Howard McPeek Indianapolis 06/29/2011

Cynthia Leitte Minneapolis 06/09/2011

Welcome New Employees

Buffalo

Jeffrey Piekarec Inside Sales 05/29/2012

Indianapolis

Barry Eaves Warehouse 05/17/2012

New Jersey

Jon DeVita Inside Sales 06/11/2012

Edwin Kuyateh Warehouse 05/14/2012

Misty Pugliese Clerical 04/09/2012

North Carolina

Danny Litchfield Outside Sales 06/11/2012

Robert-James Sales also welcomes John Starr, Eddie Starr & Marissa Bavisotto for the summer!





Baby Announcements!



Above: Talia Rose Cassesa

The Indy Branch welcomed two new little ones to our family in 2012. Outside Salesman, David Cassesa and his wife, Tammy, were blessed with a baby girl on April 9th. Talia Rose Cassesa weighed 7 lbs. 9 oz., and was 20.5" long.



And, Inside Salesman, Mike Myers and his wife, Renee had their third grandson on Dec. 5th, 2011. Jack Henry Myers was 6 lbs. 10 oz. and 19.5" long.

We all share in the joy that children can bring. Congratulations to all!!!



Above: Jack Henry Myers

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