

Robert-James Sales, Inc.

PIPELINE

Issue 43

September 2012

Minneapolis Skyline



From the desk of David Wozny...

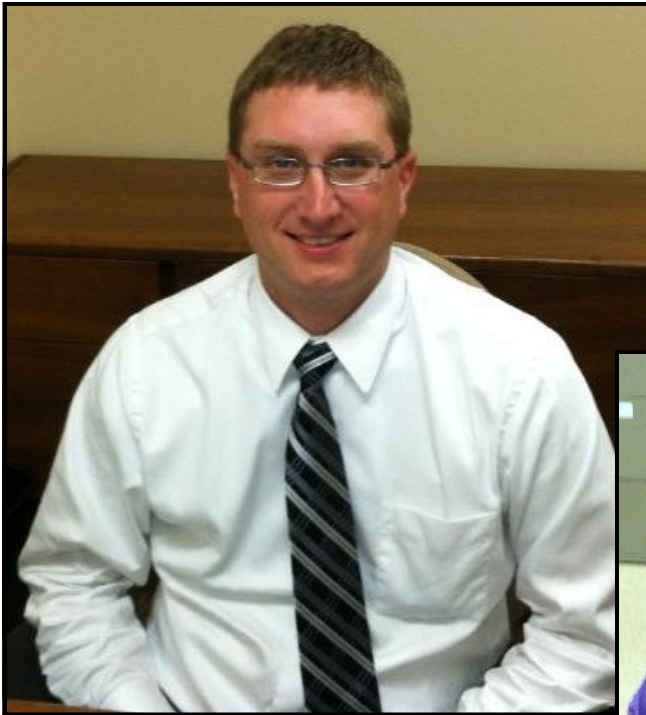
Our branch here in Bloomington, Minnesota has gone through some pretty big changes this year. There has been new staff, anniversaries, a new floor in the main office and carpeting in the three side offices, and an increase in inventory to name a few.

Cindy Leitte just celebrated her first year with the company. Customers have spoken very well of her because of her friendly and open personality, and talks to them like a friend. I am the most recent add on, joining this branch in March after working in Buffalo for just over a year. Mike Ross, of Chicago, was also here to help transition and show me some of the ropes for my first month. Dave Leach has been here for just over two years now and has been doing a nice job between his warehouse duties and helping with the inside sales.

A little over a month ago, we had the old carpets pulled out and new flooring installed. It is much brighter work environment and has had positive reviews from customers and vendors stopping by who can remember the old office.

We have also increased our inventory, especially in the square and rectangular tubing, to increase the speed of delivery and increase our sales. We look forward to seeing what this does for our branch.

Meet the Minneapolis branch



David Wozny
Minneapolis Branch
Manager



Cindy Lette

Below is Dick Carlson and his two daughters, Hanna (left) and Marie (right) after completing a local Warrior Dash. Dick completed the course in 48 minutes 11 seconds!



Dave Leach



John O'Meara



Robert-James Sales, Buffalo

July 27th, 2012

FAMILY FUN DAY



Scott, Karen, Jenna & Justin Hughes



Tom Kliber and his daughter Amanda



Below: Tina & Jeffrey Gutekunst



Bernice & Shannon Clough



Amanda & Peter Stelmach



Al, Andrea, Lydia & Elena Calderone



Jim Bokor Jr.

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.



Cherie, Terry, Alana, Haley & Hannah Nichols



Christine McDougald & Family



Robert Michel with his family



Kevin Brunner (Amanda Brunner's son)



About Minneapolis...

Did you know:

Bloomington, MN is about 10 miles South of Downtown Minneapolis. It is a considered a city on its own, with a population of about 84,000, but over 91,000 come to Blooming to work.

It is also home to the Mall of America, which is celebrating its 20th year, opening on August 11th, 1992.

Minneapolis-Saint Paul is the 16th-largest metropolitan area in the U.S., with approximately 3.3 million residents.

The new Vikings Stadium is planned to open for the 2016 NFL season.

The gopher is the state animal

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

38 Years

Bernice Clough Corporate 09/04/1974

33 Years

Linda Starr Corporate 08/09/1979

25 Years

Robert Ciminella Buffalo 07/27/1987

23 Years

Jon Denk Chicago 09/18/1989

22 Years

Jeffrey Parrish Corporate 09/04/1990

21 Years

James Bokor Jr. Corporate 08/23/1991

19 Years

Lyne Suver Chicago 07/19/1993

15 Years

David Simmons Corporate 07/14/1997

14 Years

Thomas Kliber Buffalo 08/04/1998

13 Years

Teresa Churbock Cleveland 09/02/1999

12 Years

Cheryl Daughtry North Carolina 09/01/2000

Gary Halychyn North Carolina 08/28/2000

Stephanie Rademacher New Jersey 07/24/2000

9 Years

James Bettisworth Chicago 08/25/2003

8 Years

Joseph Olszewski Cleveland 07/19/2004

7 Years

Roger Dillie Cleveland 09/06/2005

(continued)

6 Years

Tracy Besch Buffalo 08/09/2006

Kenneth Krygier Buffalo 09/11/2006

Tony Barbuscio Cleveland 07/10/2006

Michael Wawrzyczek Corporate 07/17/2006

5 Years

Richard Carlson Minneapolis 09/04/2007

4 Years

Joanne Wargula Buffalo 09/29/2008

William Lehsten Buffalo 08/18/2008

Amanda Stelmach Corporate 07/14/2008

Timothy Smith Indianapolis 07/14/2008

3 Years

Sandra Widmer Buffalo 09/14/2009

Christopher Nichols Cleveland 09/08/2009

2 Years

Russell Wujek Buffalo 09/23/2010

Steven Veliky Cleveland 08/30/2010

David Leach Minneapolis 07/19/2010

1 Year

Christine McDougald Buffalo 08/02/2011

Kevin Goode Buffalo 08/22/2011

John Smith Buffalo 08/22/2011

Karl Schultz Buffalo 09/22/2011

Doreen Formica Cleveland 07/25/2011

Welcome New Employees

Buffalo

Rick Goosman Warehouse 09/06/2012

Anthony Jones Warehouse 08/27/2012

Cory Ramback Warehouse 07/17/2012

Marvin Taliaferro Warehouse 08/06/2012

Chicago

Scott Revord Outside Sales 08/13/2012

Indianapolis

Jeffrey Boulicault Outside Sales 07/09/2012

Joshua Olszewski Outside Sales 09/24/2012

New Jersey

Klever Uguna-Roch Warehouse 08/27/2012

Utah

Alan Keefe Branch Manager 09/10/2012

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Tracy Besch and her daughter Sophia.



Above: Mike Orr, his daughter & wife Jennie.



Joe Papp & his daughter and family



Linda Starr



David Nowaczewski & Kathy Lock



Jeremy, Julie, Zachary & Benjamin Erny



Below: Mary Lou Bavisotto



Karl Schultz, Mary, Sarah, Katie & Renata



John & Linda Starr

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