

ROBERT JAMES SALES, INC



DECEMBER 2014

PIPELINE

Minneapolis Branch

ISSUE 52



Greetings from chilly Minneapolis! Above you see a picture of what the city will look like starting in 2016, with the addition of the new Minnesota Vikings Stadium. This one billion dollar facility will be hosting the Super Bowl in 2018. We look forward to being a part of this undertaking over the next year. The near future looks very bright for our branch and the Twin Cities with the addition of this new facility.

Our territory covers the state of Minnesota, a small part of North Western Wisconsin, most of Iowa and parts of North and South Dakota.

Meet our staff!



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Hi, I'm David Wozny and I have been the Branch Manager here in Minneapolis for 3 years in March of 2015. I spent my first year with the company in Buffalo as Inside Sales and took the opportunity that was presented to me. Over these two plus years, I have picked up some of the Minnesota native's tendencies, but you will still find me supporting the Buffalo Bills and Sabres out here week in and week out.



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.

*My big winnings from the 2014 Sales Meeting in Niagara Falls.

Hi, I'm John O'Meara. I've been with the company just over four years now, and I am in outside sales for the branch. I have recently increased my customer base by covering both the North and the South territories for the branch. Outside of work I enjoy boating, fishing, snowmobiling and spending time with my family and friends. I look forward to my new opportunities and the challenges ahead.

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Hi I'm Cindy Lette and I've worked for Robert-James Sales for over three years. Seems like only yesterday that I started working here. Time has really moved fast. When the job market took a serious drop I was very lucky to find THE job for me. I enjoy working out of a smaller office with a boss that I really like, Dave Wozny. I enjoy reading a good book and watching good movies, as those are the highlights of my life. Sports have never been part of my life, except for watching the Vikings try to win on Sundays. My family all lives here in Minnesota and we spend a lot of time together. I'm looking forward to many more years of working for Robert-James Sales.

Hi, I'm John Berg. I've been with Robert James Sales for about one and a half years now. I like the variety of work that comes with working in a smaller branch, which includes making deliveries, warehouse and some sales. I am an avid sports fan, cheering on the Twins, Wild and Vikings and the Minnesota Gophers. I also love to fish for walleye and crappie, enjoy white tail hunting and playing golf during the summer.



Facts about Minneapolis and Minnesota

- ◆ The Mall of America in Bloomington is the size of 78 football fields --- 9.5 million square feet and looking to expand!
- ◆ There are so many lakes in the state that naming them became a bit repetitive, there are 201 Mud Lakes, 154 Long Lakes, and 123 Rice Lakes.
- ◆ Minnesota has 90,000 miles of shoreline, more than California, Florida and Hawaii combined.

Christmas Party

Buffalo



Bob Glidden, Pat Frankenberger, Jim Bokor Jr.

Pat Frankenberger awarded for 40 years of service.



Bob Glidden, Linda Starr, Jim Bokor Jr.

Linda Starr was awarded for 35 years of service.



Bob Glidden, Lisa Slebioda, Jim Bokor Jr.

Lisa Slebioda was awarded for 20 years of service.



Bob Glidden, Don Watson, Jim Bokor Jr.

Don Watson was awarded for 15 years of service.

Welcome New Employees

Corporate

Matthew Turk VP of Finance 10/23/2014

Buffalo

Scott Chamberlain Warehouse 11/03/2014

Stephen Cammilleri Jr. Inside Sales 12/01/2014

Utah

Jon Dyess Outside Sales 10/13/2014

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Robert-James Sales, Inc.

President:

James Bokor, Jr.

Board of Directors:

James Bokor

Robert Glidden

James Bokor, Jr.

James Schmit

Gerard Mazurkiewicz

Robert Glidden, III

Jeff Parrish

Anniversaries

40 Years

Pat Frankenberger Corporate 10/14/1974

32 Years

Gerald Webb Buffalo 12/16/1982

31 Years

Michael Luich Cleveland 10/31/1983

29 Years

Steve Harrity Cleveland 11/18/1985

Mary Lou Bavisotto Corporate 12/18/1985

20 Years

David Casey Cleveland 11/16/1994

16 Years

Theresa Redman Buffalo 10/19/1998

15 Years

Tammy Tout Corporate 10/11/1999

Donald Watson Buffalo 10/18/1999

12 Years

Jeffrey Fortney Chicago 11/11/2002

11 Years

Robert Swales New Jersey 11/06/2003

10 Years

Ralph Guzman Chicago 10/25/2004

Matthew Towson Chicago 11/01/2004

9 Years

Jeffrey Gutekunst Buffalo 11/28/2005

8 Years

Michael Mrozek Buffalo 10/19/2006

Scott Van Deurzen Chicago 11/13/2006

Joseph Nader Cleveland 12/11/2006

6 Years

Richard Motzer North Carolina 10/06/2008

Glenn Aman Indianapolis 10/13/2008

Eileen Toti New Jersey 10/17/2008

Donna Homan North Carolina 10/22/2008

5 Years

Tina Baggett Indianapolis 10/19/2009

4 Years

Eric Pieczynski Buffalo 10/12/2010

John O'Meara Minneapolis 11/30/2010

3 Years

Michael Ross Jr Chicago 10/03/2011

Michael Studer Cleveland 10/03/2011

2 Years

David Nichols Utah 10/15/2012

Michael Barthelmes Indianapolis 10/22/2012

1 Year

Steven Bonamarte Chicago 10/08/2013

Jason Caesar Indianapolis 11/11/2013

Brooke White Indianapolis 11/18/2013

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Front: Bob Gomesky Back: Bob Ciminella, Al Calderone, Steve Cammilleri, Karl Schultz, Jeff Piekarec, Jeffrey Gutekunst, Jeremy Erny

Bob Gomesky
(Buffalo Branch)
**Retired after
over 31 years
of service.**



Front: Bob Gomesky
Back: Jim Bokor, Jr. and Jeff Parrish



Bob Glidden , Jim Bokor Jr. , Ray Gragg, Jeff Parrish

Ray Gragg (Indianapolis branch) was named 2014 Branch Manager of the Year.

2014 Sales Meeting



Bob Glidden, Rowe Rhett, Jeff Parrish, Jim Bokor Jr.

Rowe Rhett, outside sales for Buffalo was named the 2014 Salesmen of the Year.

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.

Katya Sukaly & Tammy Tout