

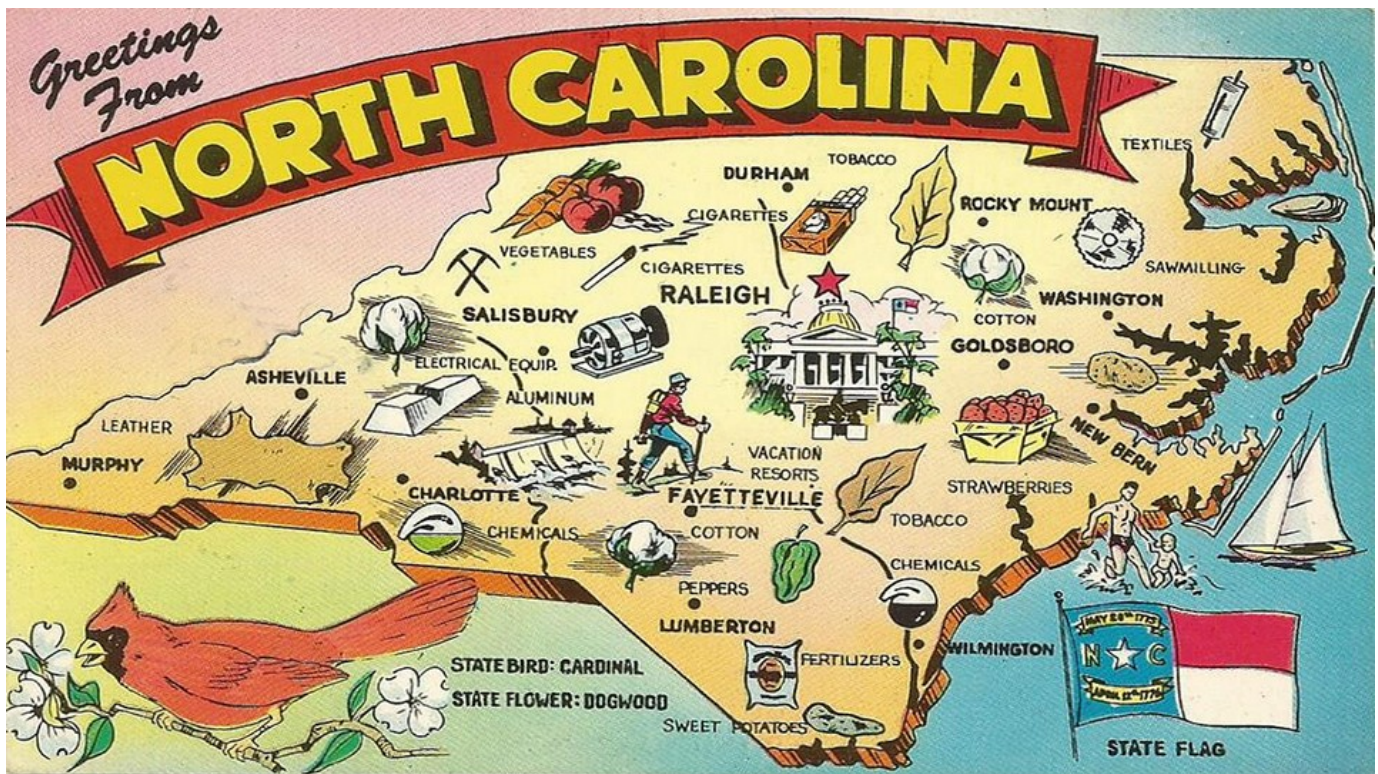
Robert-James Sales, Inc.

PIPELINE

Issue 64

December 2017

North Carolina Branch

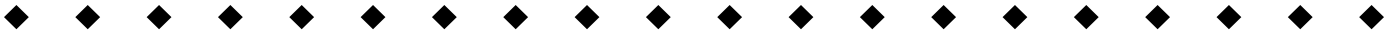
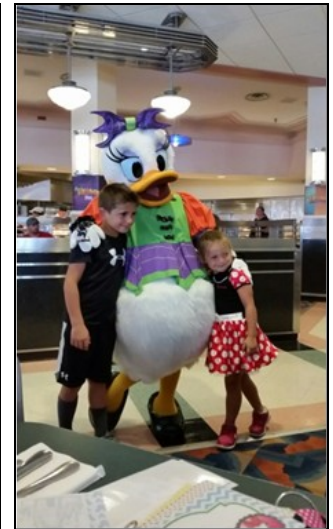


FROM THE DESK OF RICH DALTON-2017 has been a good year for the NC branch and I am happy to say that we are on pace to make our forecast. We continue to grow our branch and expand our customer base. I am excited to announce we are in the process of looking for a larger facility. I hope that everyone has a good and profitable 2018.

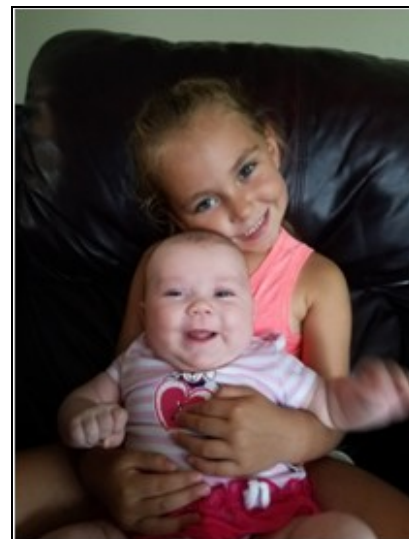


NEWS FROM THE BRANCH:

Rich and his wife Kerri, children Drew and Kamryn along with Kerri's parents enjoyed a fun filled week in Florida. Taking in the sights and enjoying the attractions at Walt Disney World Magic Kingdom, Hollywood Studios, and Epcot.



Donna's Son Travis and wife Crystal welcomed their second daughter Mattie Rae on June 3rd. Meadow (now five years old) just loves her little sister.



Issue 64 *North Carolina Edition*

Joe and I made our first trip to the North Carolina Mountains and enjoyed a weekend in Linville, NC. We went to Grandfather Mountain, Linville Caverns and spent some time at Linville Winery.



On GRANDFATHER MOUNTAIN'S LINVILLE PEAK they built a MILE HIGH SWINGING BRIDGE TO give visitors access to the breathtaking view. The 228 foot suspension bridge spans an 80 foot chasm at more than one mile in elevation. The bridge was built in 1952 in Greensboro, NC and then reassembled on top of the mountain which took three weeks. The bridge was rebuilt in 1999 using the original towers. The cables, floor boards, and side rails were all replaced using galvanized steel.



The Linville Caverns are located deep within Humpback Mountain. Linville Caverns opened for public tours in 1937 and is open year round. Since that time many upgrades have been made to the pathways and lighting.



I also enjoyed a day at Biltmore Estes in Ashville, NC with my daughter in law Crystal and two of my granddaughter's Alexis and Alyssa. It was Christmas at Biltmore.



Fun facts about Biltmore Estates:

- ◆ Built in Ashville, NC George Vanderbilt started construction in 1889
- ◆ George Vanderbilt officially opened to friends and family on Christmas Eve 1895
- ◆ Built on 125,000 acres. It still remains the largest private home in America. Which consists of 250 rooms, (to name a few) 35 bedrooms, 65 fireplaces, 43 bathrooms, 3 kitchens, electric elevators, a bowling alley, swimming pool, and gym.
- ◆ The name comes from “ bilt ” which is a region that the Vanderbilt family own in Holland and “more” which refers to countryside that is quite hilly , in old English terms.
- ◆ The Biltmore Estate houses the most visited winery in the United States
- ◆ In 1930 the Biltmore Estate was opened to the public.
- ◆ There are more than 6,000 weddings on the Biltmore Estate each year.
- ◆ At Christmas time approximately 15,000 strings of lights are used, as well as 100 evergreen trees and 41 indoor trees to decorate.

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.



And a trip to the North Carolina Mountains would not be complete without a trip to a winery. We choose to go Linville Falls Winery. The experience was my first and not at all what I expected. You could have a tour of the winery or enjoy the taste testing along with music and dancing.

Robert-James Sales, Inc.

President:

James Bokor, Jr.

Board of Directors:

James Bokor, Sr.

Robert Glidden, Jr.

James Bokor, Jr.

Gerard Mazurkiewicz

Robert Glidden, III

Jeff Parrish

Anthony Eugeni

Anniversaries

43 Years

Pat Frankenberger Corporate 10/14/1974

35 Years

Gerald Webb Buffalo 12/16/1982

34 Years

Michael Luich Cleveland 10/31/1983

32 Years

Mary Lou Bavisotto Corporate 12/18/1985

23 Years

David Casey Cleveland 11/16/1994

19 Years

Theresa Redman Buffalo 10/19/1998

18 Years

Tammy Tout Corporate 10/11/1999

Donald Watson Buffalo 10/18/1999

15 Years

Jeffrey Fortney Chicago 11/11/2002

13 Years

Ralph Guzman Chicago 10/25/2004

12 Years

Jeffrey Gutekunst Buffalo 11/28/2005

11 Years

Michael Mrozek Buffalo 10/19/2006

Scott Van Deurzen Chicago 11/13/2006

Joseph Nader Cleveland 12/11/2006

9 Years

Richard Motzer North Carolina 10/06/2008

Glenn Aman Indianapolis 10/13/2008

Eileen Toti New Jersey 10/17/2008

Donna McMahon North Carolina 10/22/2008

8 Years

Tina Baggett Indianapolis 10/19/2009

7 Years

Eric Pieczynski Buffalo 10/12/2010

John O'Meara Minneapolis 11/30/2010

6 Years

Michael Ross Jr Chicago 10/03/2011

5 Years

David Nichols Utah 10/15/2012

4 Year

Steven Bonamarte Chicago 10/08/2013

Jason Caesar Indianapolis 11/11/2013

3 Year

Matthew Turk Corporate 10/23/2014

Scott Chamberlain Buffalo 11/03/2014

2 Year

Courtney Stavrou New Jersey 11/24/2015

1 Year

Samantha Nelson Indianapolis 11/16/2016

Patrick Armamentos Chicago 11/28/2016

Welcome New Employees

Buffalo

Jessie Robinson Warehouse 10/09/2017

Michael Pattoli Warehouse 11/13/2017

Chicago

John Barista Warehouse 10/02/2017

Michael Gahan Inside Sales 10/23/2017

California

Richard Gainer Outside Sales 10/06/2017

Ron Garbe's Retirement



Jeff Parrish , Ron Garbe, Jim Bokor Jr.



As the Columnist and Editor of the PIPELINE,
We 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