

# Robert-James Sales, Inc.

## PIPELINE

Issue 40

December 2011

### Buffalo Branch



Ron Garbe, Buffalo Warehouse Manager was named Robert-James Sales, Inc. 2011 Manager of the Year. Congratulations Ron!!!!

Left: Joe McIntosh, James Bokor Jr., Ron Garbe & Jeff Parrish.

Below: Joe McInotsh, James Bokor Jr., Jim Guyton & Jeff Parrish

Jim Guyton, North Carolina Outside Sales Representative was named 2011 Salesman of the Year.

Both these awards were presented at our annual sales meeting in December 2011. These awards recognize the outstanding effort and commitment they have exhibited as employees.

Congratulations!





Below: Bob Glidden, Mike Luich, Steve Harrity and Jim Bokor Sr. at the annual RJS sales meeting.

Jim Bokor Jr., President, was recognized for 20 years of service to Robert-James Sales at our Christmas party in December.



**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.





Corporate Accounting celebrating at Robert-James Sales, Inc. Christmas party. The party was held at Transit Valley Country Club on December 6, 2011.

Pictured from left: Tammy Tout, Cherie Nichols, Bernice Clough, Joe McIntosh. Front row: Lisa Slebioda, Mary Lou Bavisotto, Amanda Stelmach, Pat Frankenberger.



### Jim Bokor Jr. was Individual Champion for the 2011 Baybone

### Our Customers won Champion Team Anglers for the 2011 Baybone



Pictured above: Richard Black (Guide), Wade Boggs (Famous MLB player), Jim Bokor Jr., Craig Brewer, Gary Ellis (CF Foundation)

Jared Roskob (Guide), Greg Perkins (Inserv), Wade Boggs (Famous MLB player), Dan Sargent (Cortez) Craig Brewer

Pictured right: Our customer, Patrick Rogers







### **ALYSSA BOKOR and CARAFINO COMPETE IN ASPCA MACLAY**

It is called "the proving ground of champions" and the ultimate test for America's young riders. Those who win it often go on to ride professionally, and the roster of winners reads like a who's who of equestrian sports. For spectators, it is poetry in motion, where horse and rider seem to float effortlessly through difficult maneuvers. For the young competitors, it is about grace and style and a tremendous amount of dedication and hard work. The ASPCA Maclay championship class was initiated in 1933 by Alfred B. Maclay, an ASPCA board member. He conceived a trophy that would inspire young rider to develop the best horsemanship skills and instill in them respect and compassion for their equine partners.

This was Alyssa's first time competing in the Maclay. Only the top 200 riders, 18 years old and younger, are invited to compete. Just making it here is an extremely large accomplishment. Carafino was amazing. He is an 8 year old horse which is considered very young for this large stage. Even though they didn't win, we are extremely proud of our horse and rider. They have their sights set on the 2012 ASPCA Maclay.

**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**

**37 Years**

Pat Frankenberger Corporate 10/14/1974

**29 Years**

Gerald Webb Buffalo 12/16/1982

**28 Years**

Michael Luich Cleveland 10/31/1983

**26 Years**

Steve Harrity Cleveland 11/18/1985

Mary Lou Bavisotto Corporate 12/18/1985

**23 Years**

Joe McIntosh Corporate 10/10/1988

**17 Years**

David Casey Cleveland 11/16/1994

**13 Years**

Theresa Redman Buffalo 10/19/1998

**12 Years**

Donald Watson Buffalo 10/18/1999

Tammy Tout Corporate 10/11/1999

**9 Years**

Jeffrey Fortney Chicago 11/11/2002

**8 Years**

Robert Swales New Jersey 11/06/2003

**7 Years**

Ralph Guzman Chicago 10/25/2004

James Kroll Chicago 11/01/2004

Matthew Towson Chicago 11/01/2004

**6 Years**

Jeffrey Gutekunst Buffalo 11/28/2005

**5 Years**

Michael Mrozek Buffalo 10/19/2006

Scott VanDeurzen Chicago 11/13/2006

Joseph Nader Cleveland 12/11/2006

John Marquis Indianapolis 12/18/2006

**4 Years**

Gary Shea North Carolina 11/05/2007

**3 Years**

Glenn Aman Indianapolis 10/13/2008

Eileen Toti New Jersey 10/17/2008

Donna Homan North Carolina 10/22/2008

Richard Motzer North Carolina 10/06/2008

**2 Years**

Tina Baggett Indianapolis 10/19/2009

**1 Year**

Darrel Oldham Buffalo 10/13/2010

Eric Pieczynski Buffalo 10/12/2010

Joanna Flores Chicago 11/22/2010

Daniel Stumpe Chicago 11/08/2010

John O'Meara Minneapolis 11/30/2010

**Welcome New Employees**

**Buffalo**

Robert Michel Warehouse 11/07/2011

William Rynes Warehouse 11/30/2011

Karl Schultz Inside Sales 09/22/2011

Gerald Zajac Warehouse 09/12/2011

**Chicago**

Michael Ross Inside Sales 10/03/2011

**Cleveland**

Michael Studer Inside Sales 10/03/2011

**Indianapolis**

Richard Sarjent Inside Sales 11/28/2011

**New Jersey**

Isaac Robinson Warehouse 11/28/2011



## Issue 40 *Buffalo Edition*

### ***Did you know:***

- ◆ Vice President Theodore (Teddy) Roosevelt was sworn in as president at the Wilcox Mansion in Buffalo, New York.
- ◆ That about 40% of the New York Subway system is above ground.
- ◆ The Metropolitan Museum of Art contains over 2 million works, making it one of the largest art museums in the world.
- ◆ Buffalo is host to the longest-running foot race in America. The annual YMCA Turkey Trot started in 1896.
- ◆ In 2010, Forbes rated Buffalo the 10th best place to raise a family in America.



Amanda(Corporate)& Pete Stelmach drove 6 hours to Denver, Pa to pick up their new Boxer puppy Mya. Now 11 months old she is already 50 lbs and very spoiled!



Robert-James Sales, Buffalo, has a brand new Peterbilt truck to help service our customers and meet their delivery requirements.

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*