

Robert-James Sales, Inc.

PIPELINE

Issue 55

September 2015

North Carolina Branch



Left to right: Branch Manager- Rich Dalton, Steven White, Cheryl Daughtry, Donna Homan, Dave Jones, and Gary Halychyn.
Photo by Gary Halychyn

From the desk of Rich Dalton...

The North Carolina branch continues to expand our territory. This year we brought on Craig Harrison to cover central and southern Georgia. Craig is working hard to give Robert-James more of a presence in the south and grow our customer base. The second half of the year has started out much stronger than the first half. We have been fortunate to secure some larger orders and are optimistic about the balance of the year. I hope that everyone has a strong second half.

Our Outside Sales Team



Dan and Beth Litchfield

Dan Litchfield...

This picture was taken at one of our favorite places, Edisto Beach, SC (near Charleston). Beth and I have two twin sons, Scott and Jason (28 Yrs old). We will be celebrating our 30th wedding anniversary in October. I have also recently celebrated my 3rd anniversary with Robert-James Sales as an Outside Sales Representative covering South Carolina and western North Carolina. I have enjoyed my time with Robert-James Sales and I look forward to many more years. It is a great company and we have a great branch made up of a group of individuals all working hard to continue to grow our business in the Southwest.



Craig Harrison...

My name is Craig Harrison and I've been with Robert-James Sales since January of 2015. I cover the mid and Southern part of Georgia. I have been in industrial sales for 19 years. My life outside of Robert-James Sales is centered on my family. Ginger, my wife off 22 years, and sons Austin (17) and Ethan (14) and our Daughter Caroline who is 12 years old.

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.

Outside Sales Continued...

This picture (right) was taken during our son, Rich's senior year at the University of Tennessee.

Karen and I have been married for 32 wonderful years. In October, I will celebrate being with Robert-James Sales for 7 years. My sales territory includes East Tennessee, Northern Georgia and Northern Alabama.

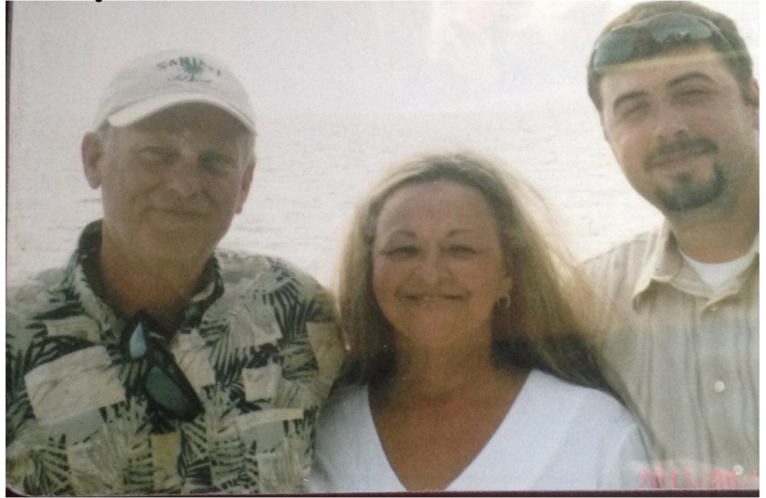
Jim Guyton...



Jim and Bridget Guyton

Bridget and I have been married for 39 great years. We have five children and ten grandchildren. We both enjoy swimming. I have been with Robert-James Sales for 9 years and cover parts of Virginia and North Carolina.

Larry Motzer...



Larry Motzer, his wife Karen and their son Rich

Welcome!



We welcome Steven White as our newest employee. Steven keeps our warehouse running. He lives in Angier, NC and has two children, Bryson (5yrs) and Kayleigh (4yrs). In his off time he enjoys spending time with his children camping at the beach, (but not this year with the sharks). Steven's hobbies are mud bogging, fishing, and hunting.

Something to celebrate!



Gary and Joanne Halychyn at Asbury Park in New Jersey.

Gary and Joanne Halychyn celebrated their 40th wedding anniversary on August 16, 2015. Danielle and Chris Overcash, Gary and Joanne's daughter and son in law will give them their first grandchild and granddaughter sometime around the end of September. Congratulations on both.

Donna Homan and Joe McMahon

We have been planning our wedding for the last year and it is finally here. We are ready to say, "I DO", on September 5th at Embassy Suites in Raleigh. Gary Halychyn will be our photographer.

"I Am the Nation"

By: Otto Whittaker

I am big. I sprawl from the Atlantic to the Pacific -- my arms reach out to embrace Alaska and Hawaii. I am more than five million farms. I am forest, field, mountain and desert. I am quiet villages -- and cities that never sleep.

You can look at me and see Ben Franklin walking down the streets of Philadelphia with his breadloaf under his arm. You can see Betsy Ross with her needle. You can see the lights of Christmas and hear the strains of "Auld Lang Syne" as the calendar turns.

I am Eli Whitney and Stephen Foster. I am Tom Edison, Albert Einstein and Billy Graham. I am Horace Greeley, Will Rogers and the Wright Brothers. I am George Washington Carver, Jonas Salk and Martin Luther King Jr.

I am Longfellow, Harriet Beecher Stowe, Walt Whitman and Thomas Paine.

Yes, I am the nation and these are the things that I am. I was conceived in freedom and, God willing, in freedom I will spend the rest of my days.

May I possess always the integrity, the courage and the strength to keep myself unshackled, to remain a citadel of freedom and a beacon of hope to the world.

Robert-James Sales, Inc.

President:

James Bokor, Jr.

Board of Directors:

James Bokor, Sr.

Robert Glidden, Jr.

James Bokor, Jr.

James Schmit

Gerard Mazurkiewicz

Robert Glidden, III

Jeff Parrish

Anniversaries

39 Years

Bernice Clough Corporate 09/04/1974

36 Years

Linda Starr Corporate 08/09/1979

28 Years

Robert Ciminella Buffalo 07/27/1987

26 Years

Jon Denk Chicago 09/18/1989

25 Years

Jeff Parrish Corporate 09/04/1990

24 Years

James Bokor Jr. Corporate 08/23/1991

22 Years

Lyne Suver Chicago 07/19/1993

18 Years

David Simmons Corporate 07/14/1997

17 Years

Thomas Kliber Buffalo 08/04/1998

16 Years

Teresa Churbock Cleveland 09/02/1999

15 Years

Cheryl Daughtry N. Carolina 09/01/2000

Gary Halychyn N. Carolina 08/28/2000

Stephanie Rademacher N. Jersey 07/24/2000

11 Years

Joseph Olszewski Cleveland 07/19/2004

(continued)

10 Years

Roger Dillie Cleveland 09/06/2005

9 Years

Tracy Besch Buffalo 08/09/2006

Kenneth Krygier Buffalo 09/11/2006

Tony Barbuscio Cleveland 07/10/2006

7 Years

Amanda Stelmach Corporate 07/14/2008

William Lehsten Buffalo 08/18/2008

Joanne Wargula Buffalo 09/29/2008

Timothy Smith Indianapolis 07/14/2008

6 Years

Sandy Widmer Buffalo 09/14/2009

Christopher Nichols Cleveland 09/08/2009

5 Years

Russell Wujek Buffalo 09/23/2010

4 Years

Kevin Goode Buffalo 08/22/2011

Christine McDougald Buffalo 08/02/2011

Karl Schultz Buffalo 09/22/2011

John Smith Buffalo 08/22/2011

Doreen Formica Cleveland 07/25/2011

3 Years

Anthony Jones Buffalo 08/27/2012

Cory Ramback Buffalo 07/17/2012

Marvin Taliaferro Buffalo 08/06/2012

Scott Revord Chicago 08/13/2012

Jeffrey Boulicault Indianapolis 07/09/2012

Alan Keefe Utah 09/10/2012

2 Years

William Daniels New Jersey 07/08/2013

Seven Kirk Corporate 09/30/2013

1 Year

Ramone McCoy Buffalo 07/07/2014

John Kelley Cleveland 07/28/2014

Jill Seper Chicago 07/28/2014

Roy Hall Buffalo 09/08/2014

Quinton Lane Buffalo 09/30/2014

Branch News!



Lyndsay Long, Dan Litchfield, Rich Dalton

Rich and Dan attended the Ward Tank & Heat Exchanger 2014 Annual Gold Charity Tournament last September in Concord, NC. Pictured above with Rich Dalton and Dan Litchfield is Lyndsay Long of Ward Tank.



Sierra Nevada Brewery, Asheville, NC

Sierra Nevada is open for business. In the two years of construction, they have done over a million dollars in sales with our branch. We would like to wish them many years of success and let them know their business is very much appreciated.



We have a lot of construction with a lot of new growth in our Garner area. Recently they have added an entirely new shopping area less than a mile away. There is Cabela's (hunting store), Carolina Ale House, City Bar-beque, Starbucks, & Longhorn Steak House. Also, in the White Oak Crossing they are in the process of building a Buffalo Brothers Pizza and Wings. Dave Jones has spoken to the two owners who are from Buffalo, NY and they indicated that this is their third restaurant in 12 years in the Raleigh area. We are excited to have them here.

Welcome New Employees

Indianapolis		
Chad D. Gillum	Warehouse	08/03/2015
New Jersey		
Courtney U. Stavrou	Clerical	07/08/2015

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