

Robert-James Sales, Inc.

PIPELINE

Issue 73

March 2020

North Carolina Branch



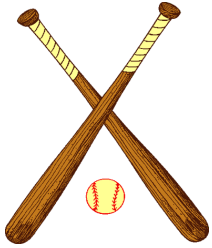
On the forklift is Richard Hyatt



From the Desk of Rich Dalton:

The North Carolina branch continues to expand! We were able to obtain the space next door to us at the end of 2018 and double our warehouse space. We purchased cantilever racks and reorganized the warehouse making our branch operate more efficiently. We also brought on Shane Cheek to cover our local territory which includes Eastern North Carolina and Southern Virginia. Shane replaced Jim Guyton who retired in 2018 after 12 years of service with Robert-James Sales. Shane is a welcome asset to our branch. We have started the year off strong and are optimistic about the balance of the year. I hope that everyone has a good and profitable year.

**We would like to introduce
our new Outside Salesman,
Shane Cheek.**



In the picture to the right is my wife, Christie, and my son Holden.

We live in Butner, NC a small town in Granville County.

I have spent the past 28 years in electrical distribution before making a move to Robert-James Sales, Inc. I'm very passionate about my work and my family.

My wife, Christie, and I have been married 13 years and divorced for 3 years, but remain very close and work great together raising our son Holden.

Outside of work most of my time is spent with my family and coaching my sons travel baseball team. I also enjoy watching the Tarheels!

Christie and Holden are the most important things in this world to me.

I am very blessed to work for Robert-James Sales and am looking forward to growing my territory while helping the Raleigh Branch rise to the top!



Congratulations on your baby girl!



Richard Hyatt joined Robert-James Sales in Buffalo in September 2017. Richard transferred from the Buffalo warehouse to join our Raleigh branch in July of 2018. He and his wife Jennifer welcomed a baby girl on October 8, 2019.



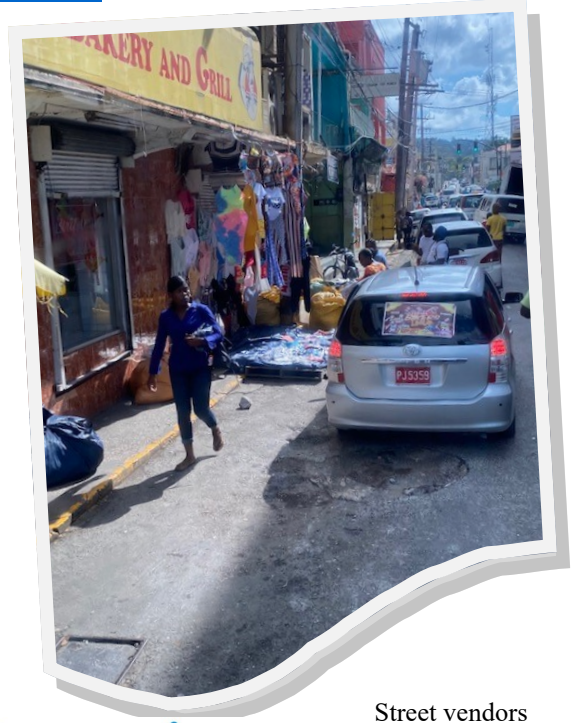
***FROM WARD VESSEL: A LONG TIME CUSTOMER OF
ROBERT-JAMES SALES, INC.***

A huge thank you goes out to everyone who supported our 2019 Annual Charity Golf Tournament held on September 19, 2019 at the Cabarrus Country Club in Concord, NC. We had a fabulous turnout with close to 120 golfers and were able to raise over \$8,000 for this year's charity.



Captured above from left to right: Dan Litchfield (RJS) David Allen (Polyone) Rex Johnson (Polyone) Vincent Trincia (Ward Vessel)





Street vendors



Donna Homan and her husband went on a two week cruise. In the first week they stopped at Mahogany Bay Roatan, Honduras, then Belize which is a tender port. In the second week they traveled to Montego Bay, Jamaica, Grand Cayman, and then Cozumel.



Montego Bay, Jamaica

Margaritaville in Cozumel

Robert-James Sales, Inc.

President:

James Bokor, Jr.

Chairman of the Board:

James Bokor, Sr.

Board of Directors:

James Bokor Sr.

Robert Glidden

James Bokor, Jr.

Gerard Mazurkiewicz

Robert Glidden, III

Jeffrey Parrish

Anthony Eugeni

Anniversaries

34 Years

Donna Spellman Indianapolis 02/10/1986

26 Years

Lisa Slebioda Corporate 01/24/1994

23 Years

Sherri Mowinski Cleveland 01/13/1997

Joseph Papp Buffalo 02/13/1997

22 Years

Richard Dalton N.Carolina 03/09/1998

18 Years

Mark Dudzinski Buffalo 01/21/2002

14 Years

William Pavlisak New Jersey 02/06/2006

13 Years

Brian Leonard New Jersey 01/15/2007

12 Years

Amanda Brunner Buffalo 01/16/2008

Jeremy Erny Buffalo 02/04/2008

11 Years

Roland Marshall New Jersey 01/29/2009

10 Years

David Lacey Cleveland 02/15/2010

9 Years

Cherie Nichols Corporate 01/24/2011

David Wozny Corporate 01/24/2011

Continued...

8 Years

Michael Marshall Buffalo 01/09/2012

David Chojnacki Buffalo 02/27/2012

Jesica Langford Buffalo 03/19/2012

David Nowaczewski Corporate 03/26/2012

7 Years

Priscilla DeMay Utah 01/02/2013

Daniel Cervi Buffalo 01/14/2013

Michael Maziarz Buffalo 01/28/2013

6 Years

Katya Sukaly Buffalo 01/20/2014

Aaron Graves Buffalo 02/24/2014

Gerardo Flores Wisconsin 03/24/2014

5 Years

Terri Dolan Corporate 02/23/2015

Steven Veliky Cleveland 03/04/2015

3 Year

Adam Losquadro New Jersey 01/23/2017

Jeffrey Donatelli California 02/15/2017

Robert Durr Cleveland 02/20/2017

Jane Griffin Chicago 02/20/2017

Ricardo Sanchez California 02/22/2017

Patricia Chacon California 03/06/2017

2 Year

Christopher Swain Stockton 01/02/2018

Kimberly Bazan Stockton 02/19/2018

Terrance Kirkpatrick California 02/19/2018

Michelle Russell Stockton 03/12/2018

Andrew Gaston Buffalo 03/19/2018

1 Year

Joe Lopez Utah 02/04/2019

Stanley Smith Buffalo 03/13/2019

Welcome New Employees

Buffalo

Benjamin Balzano Warehouse 03/02/2020

Chicago

Marianne Sloier Inside Sales 02/17/2020

Cleveland

James Holloway Inside Sales 03/17/2020

Jason Zuber Inside Sales 05/26/2020

California

Jelani Franklin Warehouse 03/16/2020

Stockton

Vicente Lupian Warehouse 03/23/2020

Benito Vargas Warehouse 05/11/2020

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



Cheryl Daughtry (Inside Sales) is celebrating 20 years of service with Robert-James Sales in September. She has done it all here, from sales to service. Always done with a smile and an eagerness to help everyone. Cheryl says “ I have seen a lot of changes here and I'm very proud to be a part of this growing branch”.



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