# Robert-James Sales, Inc.

## PIPELINE

Issue 42

June 2012

## In memory of Bill Barto



Bill and Joan Barto in 2001

William 'Bill" Barto, previous Executive Vice President of Robert-James Sales, Inc passed away on Monday, May 7, 2012. Bill began his career at Robert-James Sales in 1973 and continued to grow both professionally and personally until he retired from Robert-James Sales back in 2007. Bill is commonly referred to as the 'dash' between the Robert and the James. He was an important piece

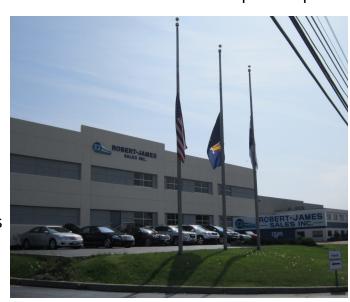
of the Robert-James family with a wealth of knowledge and was highly respected by all.

Jim Bokor Sr. said of Bill...

That he was like a brother, my shooting buddy, a friend and most of all the most honest person that I have ever met.

In business, that same ethic held true. With Bill, everything was either black or white. I can say without a doubt that Bill was 1,000% dedicated to Robert-James Sales.

Goodbye, I will miss you.





# Featuring our Indianapolis branch...





Hi! My name is Kristen Cutshaw, I was hired on at Robert-James Sales in June 2011 as an Administrative Assistant. We have a great team here in Indianapolis and I am excited to be a part of it! A little about me... I was raised in Fishers, IN and graduated from Hamilton Southeastern High School in 2001. From there I attended Indiana University in Bloomington, IN where I received my Bachelor's Degree in 2006. I focused on Hospitality Management but also received a minor in Studio Art. My work background is mostly in the hotel industry; I have done everything from front line/customer service, sales, human resources, administration, and management. Once I became a mommy to two wonderful little red headed boys, Chance and Corben, I decided to make a career change so that I could focus more on them. They keep me incredibly busy but when I do have spare time I love music, writing, photography, photo editing, and scrapbooking. I've lived in Indiana all my life and although I am proud to be a Hoosier, I am determined to get away from the cold weather eventually and head toward the palm trees and the beach!



My name is Rick Sarjent and I came on board with Robert-James in November 2011 as an inside sales person.

I have spent many years in the mechanical industry. I first started as a driver/warehouse man for a large mechanical contractor and eventually became their purchasing agent.

Since that time, I have worked in sales for a couple of wholesalers here in Indianapolis. These wholesalers dealt with mainly carbon steel and some stainless. I'm very glad to be out of the carbon business and to now just deal in stainless steel.

I've lived my whole life in Indianapolis and really love the city. I enjoy having the change of seasons and especially like the Fall season. Indianapolis is a very easy city to get around in and there are plenty of things to do.

I like going to car shows and swimming and boating. I'm fortunate to still have many of my friends that I have known since grade school. We get together often and it is always a good time.

#### **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.

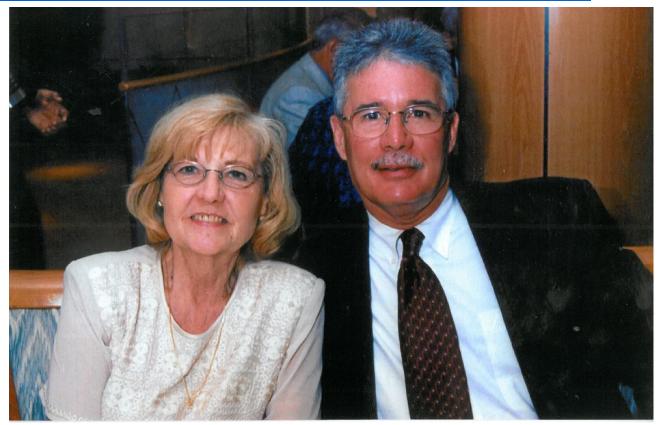
#### **OUR CUSTOMER**

Does not depend on us; we depend on him/her.

#### **OUR CUSTOMER**

"IS" our business.





Kathryn & Steve Harrity

Our deepest sympathy goes out to Steve Harrity, Outside Sales Representative for our Cleveland branch. His wife Kathryn of 49 years passed away on May 8, 2012. Steve and Kathryn have two daughters Carol Harrity and Susan Doyle.



About Indiana...

## Did you know:

- ◆ Famous people from Indianapolis include Larry Bird, David Letterman, Jane Pauly and Benjamin Harrison, 23rd President of the U.S.
- John Dillinger, the famous gangster, is buried in the Crown Hill Cemetery.
- The movie "Hard Rain" was filmed in Huntingburg.
- Indiana's shoreline with Michigan is only 40 miles long, but Indiana is still considered a Great Lakes State.
- Historic Parke County has 32 bridges and is the Covered Bridge Capital of the world.



## 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**

<u>14 Years</u>		
Ron Garbe	Buffalo	06/01/1998
<u>13 Years</u>		
Erica Putt	Cleveland	06/01/1999
<u>12 Years</u>		
Ray Gragg	Indianapolis	04/03/2000
<u>11 Years</u>		
Scott Hughes	Buffalo	04/02/2001
<u>10 Years</u>		
John DeOrio	Buffalo	04/15/2002
John Lang	Buffalo	04/29/2002
<u>9 Years</u>		
Henry Pelow	Buffalo	06/25/2003
David Jones	N. Carolina	04/14/2003
<u>8 Years</u>		
<u>8 Years</u> Erin Motter	N. Jersey	05/24/2004
	N. Jersey	05/24/2004
Erin Motter	N. Jersey Indianapolis	05/24/2004
Erin Motter 7 Years	-	
Erin Motter 7 Years Michael Myers	Indianapolis	05/02/2005
Erin Motter 7 Years Michael Myers Justin Shidler	Indianapolis	05/02/2005
Erin Motter  7 Years  Michael Myers  Justin Shidler  6 Years	Indianapolis Indianapolis	05/02/2005 04/18/2005
Erin Motter  7 Years  Michael Myers  Justin Shidler  6 Years  James Guyton	Indianapolis Indianapolis	05/02/2005 04/18/2005
Erin Motter  7 Years  Michael Myers  Justin Shidler  6 Years  James Guyton  4 Years	Indianapolis Indianapolis N. Carolina	05/02/2005 04/18/2005 05/01/2006
Erin Motter  7 Years  Michael Myers  Justin Shidler  6 Years  James Guyton  4 Years  Claude Shaw	Indianapolis Indianapolis N. Carolina Buffalo	05/02/2005 04/18/2005 05/01/2006 06/02/2008
Erin Motter  7 Years  Michael Myers  Justin Shidler  6 Years  James Guyton  4 Years  Claude Shaw  Eric DeVries	Indianapolis Indianapolis N. Carolina Buffalo	05/02/2005 04/18/2005 05/01/2006 06/02/2008
Erin Motter  7 Years  Michael Myers  Justin Shidler  6 Years  James Guyton  4 Years  Claude Shaw  Eric DeVries  2 Years	Indianapolis Indianapolis N. Carolina Buffalo Chicago	05/02/2005 04/18/2005 05/01/2006 06/02/2008 05/05/2008

#### (continued)

## <u>1 Year</u>

Jeffrey Gorrell	Chicago	06/27/2011
Raymond Miller	Chicago	05/31/2011
Kristen Cutshaw	Indianapolis	06/06/2011
Jon Marquess	Indianapolis	05/02/2011
Howard McPeek	Indianapolis	06/29/2011
Cynthia Leitte	Minneapolis	06/09/2011

## **Welcome New Employees**

Buffalo Jeffrey Piekarec	Inside Sales	05/29/2012
<u>Indianapolis</u>		
Barry Eaves	Warehouse	05/17/2012
New Jersey		
Jon DeVita	Inside Sales	06/11/2012
Edwin Kuyateh	Warehouse	05/14/2012
Misty Pugliese	Clerical	04/09/2012
North Carolina		
Danny Litchfield	Outside Sales	06/11/2012

Robert-James Sales also welcomes John Starr, Eddie Starr & Marissa Bavisotto for the summer!



## Baby Announcements!



Above: Talia Rose Cassesa

And, Inside Salesman, Mike Myers and his wife, Renee had their third grandson on Dec. 5<sup>th</sup>, 2011. Jack Henry Myers was 6 lbs. 10 oz. and 19.5" long.

We all share in the joy that children can bring. Congratulations to all!!!

The Indy Branch welcomed two new little ones to our family in 2012. Outside Salesman, David Cassesa and his wife, Tammy, were blessed with a baby girl on April 9<sup>th</sup>. Talia Rose Cassesa weighed 7 lbs. 9 oz., and was 20.5" long.



Above: Jack Henry Myers

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



