

Robert-James Sales, Inc.

PIPELINE

Issue 69

March 2019

Twinsburgh Branch



From left to right: Dennis Deyling, Jack Kelly, Tim Sadowsky, Dave Casey, Ryan Macfarlane, Mike Studer, Erica Putt, Tony Barbuscio, Mike Luich, Joe Nader, Sherrri Mowinski, Dave Lacey, Steve Veliky, Bob Durr

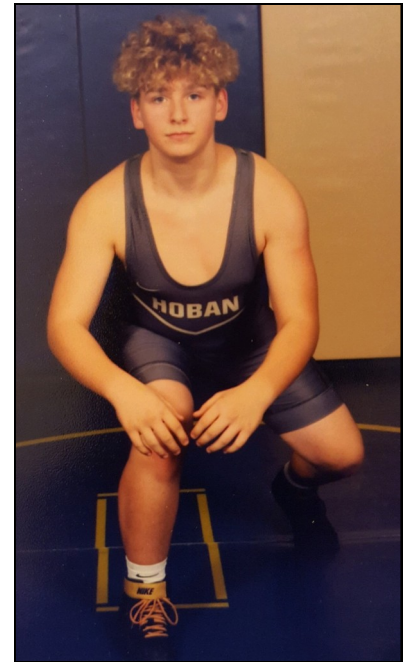
The Cleveland branch honors Michael Luich as he retires from Robert-James Sales, Inc. after over 35 years of dedicated service. At the annual sales meeting, Mike was presented with the Manager of the Year award for 2018. So when the Cleveland branch got together to honor Mike he presented that same award to all of his employees indicating that the award wasn't possible without the help of all of his staff. He 'doctored' the award to recognize the branch effort that made it possible.

The branch celebrated with dinner at Di'Angelo's in Twinsburg, OH.

From The Desk of David Lacey...

After finishing a strong year and exceeding our sales goal and Mike Luich being named Manager of the year a lot of changes have happened at the start of 2019, here in Twinsburg. Mike Luich has decided to start a new chapter in his life. January 2, 2019 was Mike's last day with Robert James, as Mike begins his retirement after 35 years of service I'm confident that he has left the branch in good hands. I'm excited and honored to have been promoted to Branch Manager of Twinsburg, and look forward to continuing to grow the branch as Mike has done over his career.

A little bit about me. I started with Robert James Sales on February 15, 2010. I came from McNichol's Co. which distributed Hole products. Such as Perforated plate, bar grating, safety grating, wire cloth and may other items. I also served on city council for 2 years in the Village of Glenwillow. Some of my interests are home improvements, construction, wood working, and model railroading. I have been happily married for 29 years to my wife Stacey and we have one child, his name is David. David attends Archbishop Hoban High School and is very active in Sports and helping in the community. David has volunteered to feed the homeless in the city of Akron on Wednesday evenings. He does this through a program called Project Hope. I also enjoy watching David play football and wrestle. His positions on the football team are; Linebacker and Full back. The Hoban football team has won their fourth consecutive State Championship this year, and they're currently on a 29 game winning streak. Besides football, David also wrestles on the varsity team for Hoban.



Some other changes at the branch include the following. Tony Barbuscio has been promoted to Inside Sales, and Chris Nichols has been promoted to Warehouse Manager. In Closing, I would like to wish Mike all the best. I look forward to a great first year in my new position.



The Cleveland branch employees presented Mike Luich with a basket of goodies. They were presented in a custom made RJ Sales basket that Dave & Stacey Lacey made.



David is # 27

Recent promotions



My name is Tony Barbuscio and I've been with Robert James Sales Twinsburg for 12 years. I recently left my position as the Warehouse Manager to become an Inside Salesman with the company. My new position has been challenging, yet very rewarding. I am also a race car driver and with generous sponsorship from Robert James Sales, I get behind the wheel each summer, sometimes taking home the checkered flag! My hobbies include restoring old muscle cars and spending time with family. I live in Streetsboro, Ohio with my wife, Tina and our dog, Chloe.



My name is Chris Nichols, Warehouse Manager of the Twinsburg Branch. I have been a dedicated employee of Robert-James Sales since October of 2009 when I started my career here as a warehouse employee.

I am grateful for the opportunity of becoming Warehouse Manager



following Tony Barbuscio's promotion to the sales department. It has been a honor to work alongside him. I live in Ravenna, Ohio with my girlfriend Karrie and our four children, Grace (11), twins Tyler and Brandon (9) and Olivia (8). In our spare time we love our summer trips to Cedar Point. Three of our children participate in wrestling and one basketball. We enjoy nature walks and swimming or just relaxing at home together. And of course we are huge Ohio State and Cleveland Browns fans! O-H-I-O!!

As the new Warehouse Manager I will strive to make our warehouse a clean, safe and efficient environment for my team to thrive.



ROBERT-JAMES SALES WORD SEARCH

BLUE
 ROBERT
 JAMES
 SALES
 DATA
 WAREHOUSE
 PIPE
 REDUCER
 VALVE
 FLANGE
 SEAMLESS
 WELDED
 PURCHASE
 BOKOR
 GLIDDEN
 SWAGELOK
 DELIVERY
 INVOICE
 WORK ORDER
 SELL
 CAP
 NIPPLE
 CUSTOMER

J K P R S E L L D I Q Z X G W
 R A T O A V P A C B R J E L A
 T I M B L S E A M L E S S M B
 B L U E E V O K P S D U T D R
 O V E R S A K I U N U B H E L
 K K D T S L O O E I C Y Q L H
 O O E G C V H D V P E E P I N
 R L D L N E D A T A R I L V I
 R E L I R I H E G N A L F E P
 F G E A L O E P A L U M I R P
 I A W G P T N I E B M K H Y L
 A W B K N G B P U R C H A S E
 D S O E C I O V N I A K N T R
 R E D R O K R O W A P I P N S
 N I P M G R E M O T S U C U Y



Welcome New Employees

Buffalo

Freeman Swaggard Warehouse	02/18/2019
Peter Manning Warehouse	02/20/2019
Stanley Smith Warehouse	03/13/2019

Utah

Joe Lopez Outside Sales	02/04/2019
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North Carolina

JC Underwood Outside Sales	02/20/2019
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California

Joel Carrillo Warehouse	03/04/2019
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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.

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**33 Years**

Donna Spellman Indianapolis 02/10/1986

25 Years

Lisa Slebioda Corporate 01/24/1994

22 Years

Sherri Mowinski Cleveland 01/13/1997

Joseph Papp Buffalo 02/13/1997

21 Years

Richard Dalton N.Carolina 03/09/1998

17 Years

Mark Dudzinski Buffalo 01/21/2002

13 Years

William Pavlisak New Jersey 02/06/2006

12 Years

Brian Leonard New Jersey 01/15/2007

11 Years

Amanda Brunner Buffalo 01/16/2008

Jeremy Erny Buffalo 02/04/2008

10 Years

Roland Marshall New Jersey 01/29/2009

9 Years

David Lacey Cleveland 02/15/2010

8 Years

Cherie Nichols Corporate 01/24/2011

David Wozny Corporate 01/24/2011

Continued...**7 Years**

Michael Marshall Buffalo 01/09/2012

David Chojnacki Buffalo 02/27/2012

Jessica Langford Buffalo 03/19/2012

David Nowaczewski Corporate 03/26/2012

6 Years

Priscilla DeMay Utah 01/02/2013

Daniel Cervi Buffalo 01/14/2013

Michael Maziarz Buffalo 01/28/2013

5 Years

Katya Sukaly Buffalo 01/20/2014

Aaron Graves Buffalo 02/24/2014

Gerardo Flores Wisconsin 03/24/2014

4 Years

John Rusinek Buffalo 02/09/2015

Terri Dolan Corporate 02/23/2015

Steven Veliky Cleveland 03/04/2015

2 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

1 Year

Christopher Swain Stockton 01/02/2018

Marissa Volpini Buffalo 01/02/2018

Kimberly Bazan Stockton 02/19/2018

Terrance Kirkpatrick California 02/19/2018

Steven Jones Buffalo 02/26/2018

Michelle Russell Stockton 03/12/2018

Lance Enos Stockton 03/15/2018

Andrew Gaston Buffalo 03/19/2018

Brian Sherwood Chicago 03/26/2018

It's a Girl

Gerald and Jolene Flores (Wisconsin warehouse) have a new granddaughter Ranah Larenz. She was born February 12th 2019. Weighing in at 6 lbs 12oz, 20.5" at 11:41 am.



Congratulations

Michael Luich was recognized for 35 years of service at the annual Robert-James sales meeting. In recognition, he was presented with his honorary gold coins. This would be Mike's last sales meeting as Branch Manager of our Cleveland location, with his retirement approaching just weeks away after the conclusion of the meetings. We wish Mike happiness and health in retirement. Apparently, he has a lot of projects lined up to keep him busy.

Pictured: Jim Bokor, Jr., Jim Bokor Sr., Mike Luich, and Robert Glidden

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