

Pipeline

THE F.W. WEBB EMPLOYEE NEWSLETTER



Volume 5 – August 2013

Fenway Frank

Frank Webb's Bath Center renovates ballpark restrooms



As F.W. Webb gears up for the nail-biting second half of our 7th season as an official sponsor of the Boston Red Sox, we have a new source of pride: renovated family restrooms at Fenway Park.

Frank Webb's Bath Center and the Sox teamed up to refurbish the family restrooms located at the Home Plate Grandstand, Gate E

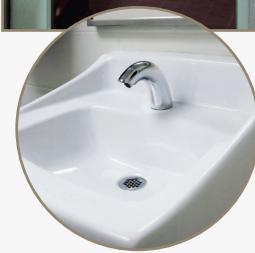
and the bleachers. New state-of-the-art water efficient toilets and hands-free faucets are not the only improvements: vibrant framed photos of children and families at Fenway add ambiance as well. Plaques placed inside now read, "This Restroom Was Designed for Your Family by Frank Webb's Bath Center." The renovations were completed at the end of July.

"It's great to have one of the oldest companies in New England involved in enhancing the oldest operating ballpark in Major League Baseball," said Red Sox Senior Vice President of Corporate Partnerships, Troup Parkinson. "The family restroom renovations with F.W. Webb are just the latest example of the work that has taken place over the past 11 years to enhance Fenway Park and improve the fan experience."

Eco-friendly and accessible

The renovation has allowed improvements in environmental efficiency and accessibility as well as aesthetics and hygiene. F.W. Webb Plumbing Products Manager Tim O'Connell and Boston Showroom Manager Deb Dumel worked with partner TOTO to select EcoPower faucets, high efficiency toilets, EcoPower flush valves and wall mounted sinks for installation in the restrooms. Other upgrades include custom "Green Monster Green" safety grab bars by Ponte Giulio and a Woodpro vanity. Residential models of all the fixtures and accessories installed at Fenway Park are available at the Bath Centers.

F.W. Webb President Jeff Pope added, "The family restroom renovations provide easy access to the facilities for families of young children as well as physically challenged individuals. As a family-oriented company, we're pleased to be involved with Fenway Park in this unique way."



Did You Know?

"We are, today, we believe, the leaders in our line of business east of New York City, and our reputation is still growing."

– Frank Webb,
President's Report, 1909



See page 7 for
WebbCam photos

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Harmony Reigns in Chris Cartier's Music



Chris Cartier leads a double life: F.W. Webb Dover Counter Sales Representative by day, talented singer/songwriter by night. Chris has made it all the way to the Grammy Awards Ballots two years in a row. He's been featured on radio and TV and he's opened for top professional acts like the James Montgomery Band, Steve Miller and George Thorogood.

But it's not the acclaim that keeps Chris writing and recording songs; his music is completely integrated into his life and his personality. He uses it to express emotions, both happiness and sorrow. When he found out wife Kristine was pregnant

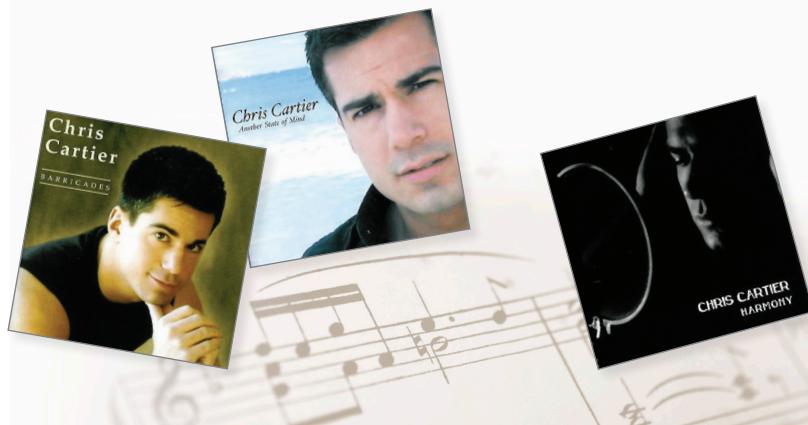
with their son Benjamin, born just a few weeks ago, he says, "I picked up a guitar and wrote a song."

Chris released his first album, "Barricades", in 2003, "Harmony" in 2005, and "Another State of Mind" in 2007. He is in the process of putting together his fourth album. He built a studio in his house and does all his own songwriting, performing and recording.

"I'm still performing live as much as I can and currently writing and recording a new record which will include some rock, pop, and country style songs, along with a new song I wrote about my son Benjamin," he says. "I've grown so much as an artist and a songwriter and this new record will show that."

Chris grew up in Rochester, New Hampshire, and lives in New Durham, New Hampshire with his family. He has been with Webb for 5 ½ years, starting in the warehouse and moving into counter sales. "I've enjoyed my five years at F.W. Webb," he says. "We have a great team in Dover."

Several of Chris' songs are available on iTunes, including the popular "Castles Made of Sand", "Must Have Been Mistaken", and others. For more information about Chris, visit his website at chriscartier.com.



NHMS Half Way Prize Winner

This past February F.W. Webb launched an exciting 9-month long promotion—the **Race to the Championship NASCAR challenge**. We put our own spin on fantasy racing offering customers the chance to win a VIP trip for two to Las Vegas to attend the annual NASCAR awards banquet this coming Fall. The banquet brings out the “who’s who” in professional car racing as the year’s Sprint Cup Series champion is crowned.



With no purchase is necessary to enter, almost 500 customers enrolled in the promotion. Participating customers chose the car they believed would win each of the 36 races in the 2013 NASCAR Sprint Cup Series. Points are awarded after each race according to the contest rules. The winning customer will be the one who ends the 2013 NASCAR Sprint Cup season with the lowest number of points. It's a game of strategy and luck.

In June F.W. Webb awarded a “1/2 Way Prize” to the contest leader. With the results of 18 races already determined, Barre, VT customer Allen Lumber Company was in the top spot. F.W. Webb welcomed two people from Allen Lumber to Louden, New Hampshire on July 12th to enjoy a race weekend stay that included hotel, suite tickets to the Saturday and Sunday races, infield access and some other VIP perks.

Who's going to Vegas? It's anybody's bet.





New Kitchen Appliance Gallery Opens in Needham, MA

by Scott Smith, Showroom Products Manager

Experts agree that the kitchen continues to be the hub of the home. Satisfying functional and social needs, the kitchen serves as the main focal point and appliances play a major role when it comes to the design and function of that space.

To make our Frank Webb Bath Centers kitchen offering even richer, our Needham showroom has opened an appliance gallery – a first for Frank Webb. The gallery features great brands such as Viking, GE, U-Line and more. Customers can see the latest in stainless kitchen appliances, professional cooktops, dishwashers, microwaves, wine and beverage centers and even laundry products. You might be surprised to also see outdoor kitchen cooking appliances by Alfresco.

The gallery consists of kitchen suites, islands and working displays. In fact, it's not unusual to experience the smell of cookies baking in one of our wall ovens on a Saturday morning. These appliances displayed in well-appointed kitchen suites give the customer the look and feel of what their new kitchen could look like.

The kitchen gallery adds to the convenience of “one stop shop” for the customer. When building a new home or remodeling their current residence, a customer can select a full range of products for both the kitchen and the bath.

If you're in the area, stop by and take a tour of the new kitchen appliance gallery at Frank Webb's Bath Center in Needham. And let friends and family know that there's a new appliance dealer in town!



**Frank
Webb's
BATH CENTER**

Your F.W. Webb Showroom

Look for the Flag

by Debby Dickinson, Showroom Manager, Lewiston, ME

The Lewiston, Maine branch celebrated their annual Flag Day event on Thursday, June 14th. The event has been part of Webb's history for many years. In 1987, F.W. Webb purchased Carmon Thompson. When Webb moved into the Thompson building, now the Lewiston facility, the Webb logo was painted over the old name on the side of the building. Webb was ordered to remove its name from the building on the grounds that the company had violated a city zoning ordinance. The company then decided to cover the side of the building with Old Glory, a large American flag. In the end Old Glory turned out to be very useful. When someone asked how to find the building, all the Lewiston staff had to say was “Look for the flag.”

Flag Day attracts over 30 vendors and 175 customers. Each year attendance continues to grow. Customers come to meet with vendors to find out about new products in the industry, enjoy a catered lunch and celebrate this long tradition.



(From left to right):
 Debby Dickinson,
 Nick Pelletier,
 Ben Clark,
 Dana Wentworth
 (Advanced
 Mechanical),
 Chris Bennett,
 Derek Jones, and
 Tim Lapham.





Williston Hosts Successful Customer Event

by Donna Rivers, Office Manager, Williston, VT



Jeremy Cogdill, F.W. Webb's Outside Sales, cooken' up a storm.

The Williston, VT branch hosted our first annual Customer Appreciation Tool Day on June 19th. The event featured vendor representatives and tool specials from Ridgid, Ritchie, Fluke, UEI, JBI, Lenox, Irwin, Klein, and Milwaukee. Customers piled in to take advantage of incredible tool deals and to see the new items available. An incredible BBQ chicken lunch was prepared by Chefs Darrell Read, Jeremy Cogdill, and Greg Gowen, and enjoyed by all who attended!



Ridgid Tool Representative talks to customer about new Ridgid items.



Kevin Lusignan of F.W. Webb "delighting" our customers on Tool Day.

Teamwork Pays Off for Engineered Plastic Piping Project

by John Romano, Vice President, Industrial Plastics



Global Foundries, Inc., based in Milpitas, California, is the world's second largest independent semiconductor foundry. They manufacture computer chips at a huge plant (called in the industry a "fab") in Malta, New York.

F.W. Webb's Engineered Plastic Piping Systems group has been privileged to lead a team that has supplied more than \$8 million worth of product over the past two years to the new Global Foundries plant. This team, spanning multiple Webb branches, states, and disciplines, has been able to leverage Webb's technical expertise and resources to service one of the company's largest projects to date.

In the plant, a piping system like the one pictured conveys waste water from the manufacturing process to the treatment plant. In addition to engineered plastic piping systems, Webb has supplied metal PVF and other specialty products.



Our involvement with Global Foundries is not slowing down. In 2015 a "superfab" will be built at the Malta site involving twice the capital investment of the current project. We look forward to continue working together to serve this valued customer.



GLOBALFOUNDRIES®



Team Building on the Portland Waterfront

by Paul T. Grantz, Operations Manager, Portland, ME



On May 31, 2013, 25 employees from the South Portland branch participated in a team building event. We closed the location an hour and a half early and attendees met on the

Portland waterfront. The teams had already been created and team captains and team names were chosen. Many of the teams included employees who don't work with each other in a day to day basis.

Instructions and rules were relayed to all participants along with a bag of props and a printed list of a series of challenges. The challenges were all ranked by difficulty and given various points for completion. The area we focused on, the Old Port section of Portland, involved many of the historic statues, buildings and waterfront attractions of our beautiful city. Five teams had exactly two hours to complete as many of the 36 challenges as on this very hot 90 degree plus afternoon.

Here were some of the challenges:

- A.** Get a picture of two team members doing the crab walk around the Maine lobsterman statue.
- B.** A picture of one team member in the captain's chair of a boat holding the wheel.
- C.** A picture of a team member in the kitchen of a local restaurant wearing a chef's hat.
- D.** A picture of at least three team members playing a musical instrument for the people of Portland in the streets.
- E.** A picture of at least two team members at the top of the Portland observatory wearing team hats (extra 100 points for additional team members).

Most teams completed 10 or more challenges. At 6 pm everyone met at Rivalries sports bar and we tallied up the scores. The winning team was The Cobblestones, but everyone was a winner with this experience and our employees had fun. All participants are looking forward to next year's event.



Fall Expo Schedule:



New Hampshire Expo
Thursday, September 5th
NH Motor Speedway
Loudon, NH



Maine Expo
Tuesday, September 10th
Augusta Civic Center
Augusta, ME

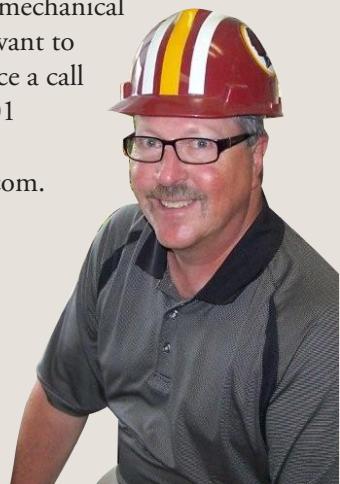


New York Expo
Thursday, October 3rd
Michael's Banquet House
Latham, NY

Mechanical Sales Team Welcomes Bruce Bisson

by Frank Lamparelli, Mechanical Sales Manager

Bruce Bisson has been in Industrial PVF sales for over 34 years, 15 of them with F.W. Webb. Over the years Bruce has earned a great reputation and the nickname of "Mr. Valve." Bruce has helped many customers solve their valve problems by providing the proper valve for specialty applications. He has focused most of his career on large project pricing for industrial piping contractors, as well as providing technical support for other F.W. Webb locations. If you need a quotation on a mechanical project or just want to say hi, give Bruce a call at 207-692-2701 or email him at pipe@fwwebb.com.





Webb Spotlight



Robert Young

Webb Vitals:

- How long you've worked for F.W. Webb:

9 years

- Your role at F.W. Webb:

Warehouse Supervisor

- F.W. Webb location where you work:

Syracuse, NY

Tell us something about yourself that would surprise us.

For the last 15 years, I have been a snare drummer and Drum Major in a local bagpipe band.

Where is the most interesting place you have visited?

On a trip to the UK, I had the chance to visit Stonehenge. Seeing it in person was very interesting, quite different than just seeing it on TV or in photos.

What are your hobbies?

I enjoy running. My wife and I began running about 5 years ago and we compete in events from 5ks to full marathons all year round. On August 25th we will be participating in the Longford Marathon in Ireland.

If you won a free trip anywhere in the world, where would you go?

I would go back to Edinburgh, UK. My wife and I have visited twice before and would love to go back again.

When you're not at work, how do you like to spend your time?

Besides running, I like to spend time at home. I live on a small hobby farm with 40 acres. We have 4 horses, 3 yellow labs and a Saint Bernard.

Fenway Frank *Continued from page 1*

Over three million people visit Fenway Park each year and see the F.W. Webb logo on the Green Monster. The renovated Frank Webb family restrooms will expose many of these fans to our retail showroom brand, where they can later go to shop for bath and kitchen fixtures and accessories for their own homes.



People On The Move



Congratulations to **Greg Kelly** on becoming the Store Manager for our upcoming new location in Falmouth, MA. Greg comes to us with over 5 years' experience in Webb's CIP program. He looks forward to his new role within the F.W. Webb Company. Our new Falmouth location is expected to open mid to late fall of this year.



F.W. Webb in Springfield, VT welcomes new Store Manager **Mike Nachajski**. Mike has been with Webb for six years, beginning his career in the CIP program and moving on to an outside sales position in Lebanon, NH. Mike specializes in plumbing and heating and is up for the challenge.

Fenway Park Executive Lunch

F.W. Webb customers recently enjoyed a day at Fenway Park that included lunch in the owner's suite with Red Sox General Manager Ben Cherington.



WEBBCAM



Bosch Webb Boston Weekend



Brad Giles of Falmouth Energy threw the first pitch at the Boston Red Sox vs. Toronto Blue Jays game at Fenway Park.



Mechanical Sales Manager Frank Lamparelli and his son Matt.



Bennington, VT proudly wears their BOSTON STRONG shirts.



V.P. of Industrial Plastics
John Romano negotiates with
Industrial Sales Manager
Dean Plouffe.

Connie Farewell Lunch

F.W. Webb bids farewell to Connie Collins at her retirement luncheon in Bedford, MA.

Heating Products Manager Joe Ruggiero and Connie



Marketing Associate Chelsea Albers and Connie.

Dover Showroom



The brand new Frank Webb's Bath Center in Dover, NH celebrated their grand opening on Wednesday, June 13th.



Orlando Cabrera alumni of the Boston Red Sox signed autographs.



Congratulations

August and September 2013 Anniversaries

5 Years

Anthony Dineen - Hyannis, MA
 Kayla Gowell - Dover, NH
 Rodney Chase - Brattleboro, VT
 Steven Lawless - Albany, NY
 David Ferreira - Bedford, MA
 Adam Nichols - CD, Amherst, NH
 Justin Costello - Nashua, NH
 Tasha Hill - Fitchburg, MA
 William Streeter - Madison, NH
 Mark Laterell - Queensbury, NY
 Charles Bridgeford - Albany, NY
 Andrew Debelle - Albany, NY
 Kevin Feeley - Warwick, RI
 Eric Williams - CD, Amherst, NH
 Scott Thompson - CD, Amherst, NH
 Donald Grigas - CD, Amherst, NH

10 Years

Matthew Lyons - Hyannis, MA
 Robert Maclarens - Canton, MA
 Henry Moriarty - Pipe Shop, Canton, MA
 Joel Bien-Aime - Pipe Shop, Canton, MA
 Stuart Cooke - St. Johnsbury, VT
 Jane Maxham - Lebanon, NH
 Fred Perry - Rutland, VT
 Dennis Desjardins - Brockton, MA
 William Robinson - Waterbury, CT
 Edward Rafter - New Haven, CT
 Sally Ryan - Waterford, CT

Births

Benjamin Paul - born 7/8/2013
 Son of Chris Cartier - Dover, NH

15 Years

Robert Livingston - Queensbury, NY
 Seth Tuttle - Rutland, VT
 Dennis Hennessey - Auburn, MA
 Wanda Garay - Hartford, CT
 Gary Santos - Cranston, RI
 James Davis - Kentrol/Sevco, Cazenovia, NY
 Ryan Anderson - Pipe Depot, Sturbridge, MA
 Bea Coburn - CD, Amherst, NH
 Joe Shaw - Albany, NY
 Joe Coffey - Mechanical Plumbing, Methuen, MA
 Winston Greene - Mechanical HVAC, Woburn, MA

20 Years

James Harrington - Rutland, VT

25 Years

Duane Adams - Albany, NY
 Kevin Shultz - Gloucester, MA
 William O'Shea - CD, Amherst, NH
 Maureen Dockery - Corporate, Bedford, MA
 Dan Foley - Auburn, MA
 Rick Ruggiero - Corporate, Bedford, MA

30 Years

Mel Hale - Lebanon, NH
 Rick Face - Albany, NY
 Christopher Dipirro - Woburn, MA

35 Years

Richard Breault - St. Albans, NY
 Devon Craig - Williston, VT
 Richard Black - St. Johnsbury, VT
 Lee Turner - Rutland, VT

40 Years

Ed Welch - Corporate, Bedford, MA

Queensbury's 4th Annual Summer Barbecue

by Cathleen Barry, General Manager,
 Queensbury, NY

Queensbury hosted our 4th annual summer barbecue on Friday, June 14th. It was a great success with over 200 customers in attendance. Everyone enjoyed the barbecue, which was once again cooked to perfection by our customer, Paul Bromley (Brum's Portaque), who brought his mobile cooker onsite.

Vendors who displayed products included Viega, York, Polylok, Goulds, American Standard, Lenox, A.Y. McDonald, Beckett, Bradford White, Buderus/Bosch, Liberty Pump, Wellmate, Trio, Elkay, Roth, Lapierre, Sioux Chief, Honeywell, JBI/Supco, Oatey, and SpacePak. Kenan Young was also here to support us and Gary Rose from the Webb Piping Products group was in attendance to display Gates Hose products. The weather and food was great, the customers and vendors had a great time, AND we sold some stuff!

