



Pipeline

The F.W. Webb Employee Newsletter

Volume 41 – Autumn 2020



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Ghosts, goblins and ghouls!

From costume parties, spooky decorations to trick-or-treating, Halloween 2020 was one that will not soon be forgotten.

For more Halloween photos, see pages 10-13.

1. New Hires Working the Counter
– Melissa Powers, Plymouth, MA
2. Duckie in The Tub
– Michelle French, Concord, NH
3. Haunting Decorations
– Brian “Fripp” Platt, Aston, PA
4. Valerie, Tracy, Alyssa and Adrian dressed up in Augusta
– Cyndie Sproul, Augusta, ME

THE SCOOP

by Bob Mucciarone



The year is almost over and I for one cannot wait to be done with 2020.

It has been a tumultuous year for Webb, but in the end, we think we have navigated it very well. Webb is poised to have a great 2021, but political factors may play a role on how great 2021 will be.

As I write this there is news that Pfizer is on the verge of releasing a vaccine for COVID. On that news, the stock market is soaring. Couple that with the continuing doubts about the election, and there are many factors that need to play out. Will the senate hold the Republican majority thus assuring a split government? That will be a good thing on many fronts, especially for business. Will the election results be confirmed, or will there be a change because of the alleged fraud among other concerns? The results of all these factors will go a long way to determine how well the economy does in 2021. Make no mistake that the vaccine news is game changing. It is the one element the economy has been waiting for in order to get everything back to where we were in February of 2020.

Continued on page 2



Webb Adds New Location in Norwich, CT

On October 7th, Webb opened the doors of a brand-new location in Norwich Connecticut. This is our seventh retail location in the state and promises to be a convenient location for contractors in central and eastern Connecticut.

“We have been asked by customers to open a location here for many years and I am proud that we can fulfill that request.”

— Justin Bednarz, General Manager

Earlier this year, Webb purchased the building which was a former auto parts store. The entire building is over 22,000 square feet and the self-serve retail space takes up nearly half of the building. Located at 33 New London Turnpike in Norwich, this new Webb location is directly across the street from an existing store operated by the Granite Group. Contractors in the area are reportedly excited to have access to all of the unique resources and products that Webb can offer versus the competition.

Norwich will operate as a twig of the Waterford branch, currently overseen by General Manager, Justin Bednarz. Justin spoke about opening the new location saying, “we have been asked by customers to open a location here for many years and I am proud that we can fulfill that request. Contractors come to this area frequently to purchase parts and products, and now we can offer them the selection, quality, and reliability that F.W. Webb is known for. We expect this location to be a big draw for our customers and will continue to support their needs as they take on jobs of all sizes. I am honored that F.W. Webb has given us this opportunity!”

The Norwich, CT location adds to F.W. Webb Company’s continued growth in the Southern New England, New York, New Jersey and Pennsylvania regions.

Continued from page 1

THE SCOOP

by Bob Mucciarone

Meanwhile, in the area of growth, Webb continues to be aggressive. We have entered into a P and S agreement to acquire Danbury Plumbing and HVAC Supply in Danbury, Connecticut. This acquisition will become effective February 25, 2021. We are excited about Danbury because we think we can really grow the business with our breadth of products especially in the heating and HVAC areas. Additionally, Danbury has a stand-alone showroom which we plan to convert from Kohler to American Standard and TOTO. Good Stuff.

We continue our plan to grow organically in places we see the greatest potential. We have found a location in West Harlem, NY where we will be opening a facility in March. We continue to look for other good locations in New York City, Long Island, and New Jersey. We may at some point in the near future seek a second, but smaller CD, in the New York/New Jersey/Pennsylvania area.

We also continue to tweak vendors, partnering with those who are partnering with us and phasing out those vendors who do not. Pricing, quality, and transparency are all important factors in these decisions.

Let’s finish out the year strong. If things play out as we see them at this point, then we may be able to accomplish the same results as we did in 2019. With all that has happened this year, that will be a huge win!

Have a safe and Happy Thanksgiving!



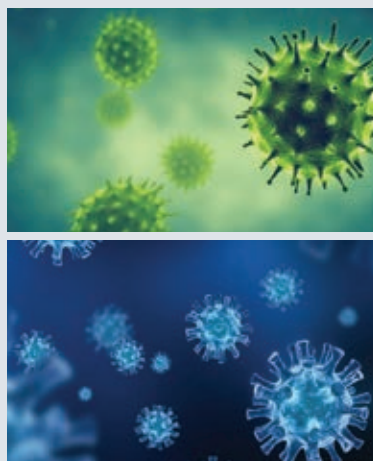
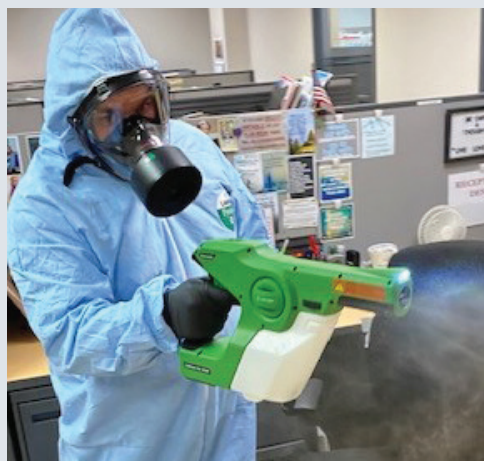
Thermoplastic Fabrication Shop Expands Capabilities

Our Thermoplastics Fabrication shop in Lowell, MA has expanded their offerings to include prefabricated piping components. Our experienced team custom fabricates pipe headers, valves and balancing systems to project specifications, and has the ability to glue fittings and pipe. This allows contractors to save time by reducing labor in the field and to reduce costs associated with renting welding tools. In addition, the shop fabricates industrial tanks and provides fully tested and ready-to-install custom skid systems for industrial processes, wastewater and municipal water treatment applications. To learn more, contact the team at 800-343-7555 or plasticfab@fwwebb.com.



RODI Balancing System for a utility company. Our fabrication shop did multiple welds in-house to save contractor time welding in the field.

Alliance Environmental Group: Providing Disinfecting Services for Flu and COVID-19



Felix and his team at Alliance Environmental are still working day and night disinfecting commercial facilities across Webb's entire footprint. As COVID rages on and with flu season just beginning, organizations are even more eager to keep their workplaces and production facilities as clean as possible. New contracts are coming in every day and the Alliance team is always ready for their next disinfecting project.

For more information on all that Alliance can offer, check out their website, allianceenvironmentalgroup.com.

Samsung VRF and Chillers Now Part of the F.W. Webb Commercial HVAC Offering

Many of you know Samsung for their high quality electronics like phones and TVs, but did you know they manufacture HVAC equipment as well? Just like their electronics, the heating and cooling products are also top of the line. Recently, F.W. Webb signed an agreement to sell these products across our nine state footprint, a big deal for both us and them.



Our agreement is specifically to carry their commercial lines of VRF and chiller products. VRF stands for Variable Refrigerant Flow, an HVAC technology which uses variable motor speed and refrigerant as the cooling and heating medium. Commercial applications would be larger projects like strip malls, office buildings, hospitals, schools, hotels and condominiums.

Samsung systems allow for precise temperature control in multiple zones, providing comfort to a wide range of occupants. Heat Recovery systems also add the capability to heat and cool separate zones simultaneously.

This will be a great new product for our customers, but they're not the only ones who will benefit... a Samsung Employee Discount Program will soon be available for all F.W. Webb employees!

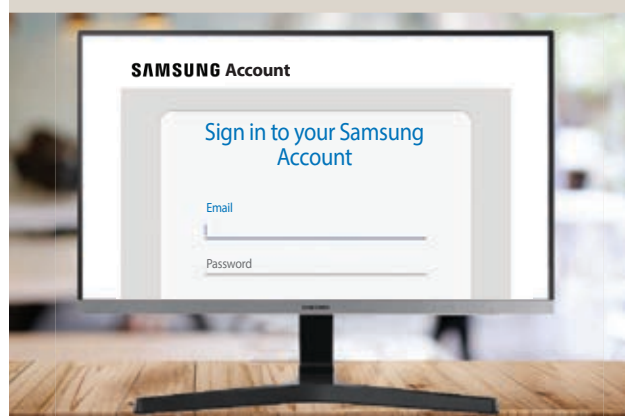


SAMSUNG

Samsung's Employee Discount Program

ALL WEBB EMPLOYEES will be able to get a discount on Samsung products direct through Samsung. An F.W. Webb portal has been created specifically for us and details will be shared soon on how you can access that.

Stay Tuned!



Holiday
Gift
Ideas!



Cyber Security

It is a common misconception that hackers and computer viruses pose the greatest threat to personal or company information stored online. While the movies always make it seem like security threats are due to faulty technology, that is rarely the case. The biggest threat to an individual or institution's information security comes down to the action or inaction of its employees.

Human error has become the biggest weak point in today's IT landscape that is easily exploited by criminals and other bad actors. Therefore, it is vital that F.W. Webb employees have a solid understanding of the importance of protecting sensitive information and what kinds of malicious threats to look out for.

One of the largest and most common types of attacks aimed at commercial enterprises is email phishing. Creators of phishing emails attempt to trick you into opening the message and then clicking a link or opening an attachment within. These emails are usually made to look like they came from a person or company you already know and trust and will often have a sense of urgency in the message. Fortunately, you don't need to be a cyber-security expert to avoid falling victim to these types of tricks. By asking these questions below, you can keep sensitive company and personal information safe from email phishing attacks.



Be suspicious of anything that looks suspicious. Phishing scams can include attachments that can load malware onto your computer.

8 Questions to ask yourself when receiving a suspicious email:

- 1 Was the email sent from someone you recognize but the content seems unusual or out of character?
- 2 Did the sender make an odd request or use a style of writing that is not typical of them?
- 3 Does the email express urgent requests that the sender would not normally ask for?
- 4 Hover over any links and check the link address. Does it match the website for the sender exactly?
- 5 Was the email blank with long hyperlinks and no further information or context?
- 6 Does the email contain a link that has a misspelling of a well-known website, like "Microsoft"?
- 7 Is the sender's email from a suspicious external domain like "Microsoft-support.com" instead of "Microsoft.com"?
- 8 Check for attachments. Does this sender usually send attachments?



If you receive any email that raises your suspicion, do not reply to it!
Pick up your phone and call the IT help line at 781-272-6606 ext. 4.

Phishing [fish ing] *noun* the fraudulent attempt to obtain sensitive information or data, such as usernames, passwords and credit card details, by disguising oneself as a trustworthy entity in an email. Phishing often directs users to enter personal information at a fake website that matches the look and feel of the legitimate site.



Frank Webb Home in Lebanon, NH Opens its Renovated & Remodeled Showroom

Frank Webb Home has proudly opened the doors of its most recently renovated and remodeled showroom to the public in Lebanon, New Hampshire. This project has been underway since the wholesale Webb counter and warehouse moved down the street to 68 Etna Road in Lebanon.

The Lebanon showroom previously occupied the small second floor of the F.W. Webb building at 55 Etna Road which is unique among all other Webb buildings for its clock tower and “Dartmouth Green” paintwork on the exterior. With the wholesale counter relocating down the road, the showroom team had the opportunity to move down to the much larger first floor and completely renovate the space to the latest Frank Webb Home showroom standards.

After a lengthy remodel and renovation that began last spring, Frank Webb Home in Lebanon now boasts over 6,000 square feet of many of the best bath, kitchen, and lighting products currently on the market. This location also has a full lighting center with multiple lighting “clouds”, chandeliers, sconces, and vanity lighting options on display.

Melissia Perry is the Showroom Manager in Lebanon and has been overseeing the renovation from the beginning. She spoke about her showroom’s new space, saying, “We are so excited to finally have this showroom in Lebanon up, running and open to the public. Not only do we have an astounding selection of faucets and fixtures on display, we have several working troughs as well as breathtaking lighting clouds. Our new showroom is a sight to behold! This Frank Webb Home location will be a destination showroom for homeowners and contractors alike in the Upper Valley Area.”

Rebranded Contractor Advantage Program

The Frank Webb Home Contractor Advantage Program (CAP) encourages contractors to refer their customers to Frank Webb Home for a 10% rebate on the customer’s entire purchase. To capture more business, it has been expanded to include architects and interior designers. As a result, CAP will now be called the Preferred Partner Program.

PREFERRED PARTNER PROGRAM

“We have a lot of great relationships with contractors, but could benefit from partnerships with other industry professionals. This new focus paired with the program’s cash back incentive, our wide selection of products, working displays and resources like complementary specification books, will help us achieve more new business,”

– **Bob Gordineer**,
Director of Showroom Sales



Frank Webb Home Northampton Makes Generous Donation to Christina's House



In mid-August, Frank Webb Home in Northampton, MA stepped up in a big way to support Springfield-based charity, Christina's House. Christina's House is an organization that provides transitional housing for women and their children in the Springfield area. They operate out of a large house that can accommodate four to six mothers who are homeless (or at risk of imminent homelessness) and their children. While there, the mothers participate in educational programs, gain employment, and work with mentors to help them gather the life and jobs skills needed to get back up on their feet.

This year, Christina's House was refurbishing another large home in the Springfield area to grow their charitable capabilities. Wright Builders, a contractor and Webb customer of the Northampton and Springfield Webb stores, was working on the project and came to our Northampton showroom asking if there were any discontinued or returned fixtures that could be donated.

Teri Breguet, Showroom Manager of Frank Webb Home in Northampton, went through the closets and was able to find lighting, faucets, shower trim, towel bars, a toilet and several other items that were needed. She even reached out to other nearby Frank Webb Home showrooms to see what they might have to offer.

"I researched the program [Christina's House] to find that historic homes get restored and homeless women and children get a roof over their heads. The aim of the program is to educate mothers to provide for their children in a safe environment. The women I met who facilitate the program are wonderful," said Teri. "I am waiting to hear when the house in Springfield is complete so I can go for a tour and meet the families who move in. I would like to help them in the future if I can."



Help Stop the Spread of COVID-19

It's an unfortunate reality that COVID is still just as with us as it was when the last issue of Pipeline came out. Except that was during the height of summer and everyone was spending time outdoors and was social distancing in the fresh air. Now winter is almost here and you can practically smell the snow in the air. That means a lot more time indoors.



Here is a reminder on how we can work together to practice CDC-recommendations and stay healthy through these cold upcoming months:

- Maintain a distance of 6 feet between each other and/or wear a mask
- If you have traveled outside of the your "safe travel" approved states, wait to get a negative COVID test result or quarantine for 14 days before returning to the office
- Stay home if you feel sick or have a sick family member
- Wash you hands frequently and thoroughly
- Cover your coughs and sneezes
- If possible, avoid using colleagues' work supplies and those used in a common area
- Avoid sharing food or beverages

Helping an Army Veteran

F.W. Webb recently partnered with R.W. Beckett and Oil Heat Cares in Connecticut to assist a U.S. Army Veteran in need.

Donald and Maureen Brandi of Stamford, CT were desperate for their 38-year-old boiler to be replaced. Donald is a proud U.S. Army veteran with severe health issues that prevent him from working. His medical bills were piling up and were keeping them from purchasing a new boiler to keep their house warm this winter.

F.W. Webb stepped up to provide a deeply-discounted PurePro TRIO boiler and boiler trim kit for the team at Oil Heat Cares to install. F.W. Webb prides itself on being a supporter of all former and current members of the armed forces and we thank them for their service.

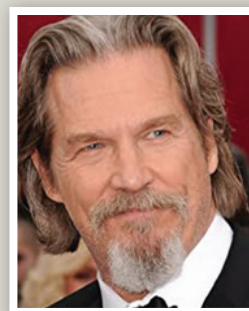


F.W. WEBB CELEBRITY LOOK-ALIKE



Doug Drake

Credit Collections Analyst
Bedford, MA



Jeff Bridges

Acclaimed American Actor

Submitted by Brent Dumont, Senior Marketing Manager

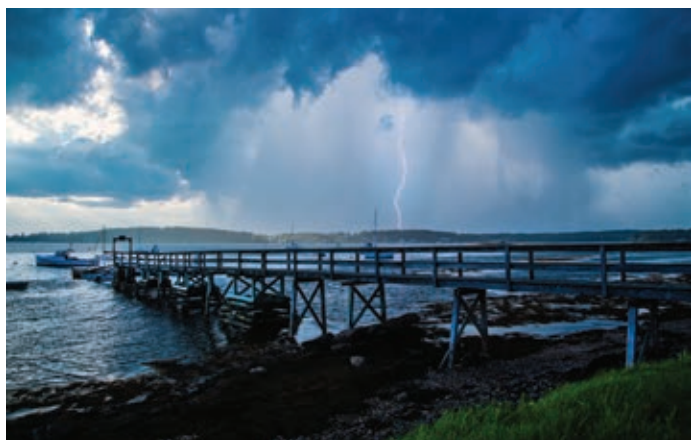
Submit your nomination for a Webb Employee Celebrity Look-Alike.
If chosen, both of you will win a \$20 Amazon gift card.

Send your nomination to pipeline@fwwebb.com for consideration
in a future issue.

A Picture Perfect 2021

The winners of the 2021 F.W. Webb Calendar Photo Contest have been selected!

There were hundreds of fabulous pictures submitted this year and the competition was tight. No doubt it made selecting the lucky twelve even more difficult. Here are this year's winners who will receive their \$200 prize!



Lightning Strike – Harpswell, ME by Keith Boyer, Augusta, ME

2021 Calendar Photo Contest Winners:

- **Ryan Denoncourt** – Corporate, Bedford, MA
- **Tatiana Dzevenskaya** – Corporate, Bedford, MA
- **Amanda McGuire** – (Daughter of Randy McGuire) Rutland, VT
- **Keith Boyer** – Augusta, ME
- **Mark Daly** – Lowell, MA
- **Rebecca Merrikin** – Corporate, Bedford, MA
- **Sarah Howard** – (Daughter of Kathy Howard) Corporate, Bedford, MA
- **Megan Tufts** – Needham, MA
- **German Goldus** – Concord, NH
- **Laurie Fenlason** – Winslow, ME
- **Bill Hall** – Lebanon, NH
- **Paul Sferrazza** – Corporate, Bedford, MA

Calendars will be delivered soon.

Holiday Gift Ideas

From F.W. Webb

Many of our PurePro items are the perfect size and price for stocking stuffers. Find them at our counter stores and online!

Acid Brushes



Anchor Kit



Thread Seal Tape



Wire Ties



Anti-Bacterial Hand Cleaner Wipes



Tape Measure



Digital Programmable Thermostat



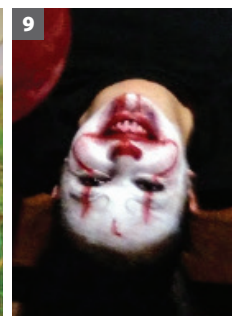
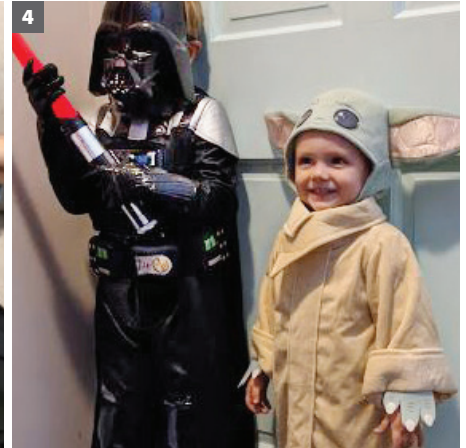
Utility Knife



PurePro

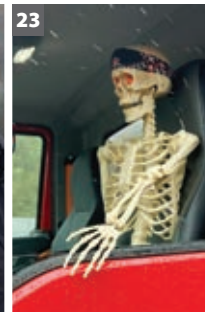
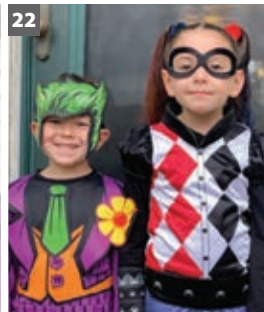
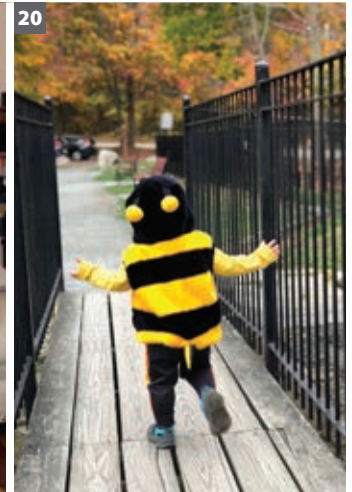
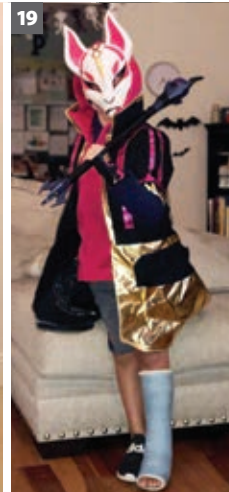
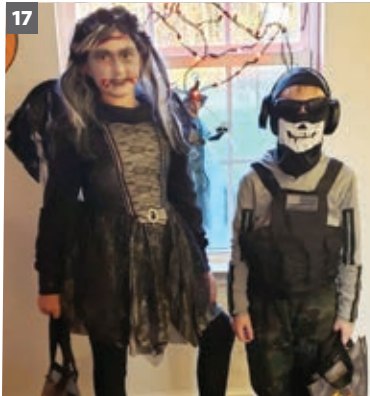
Halloween

HAPPENINGS



1. Halloween Jack O' Lanterns – James Munstis, Bellingham, MA; **2.** Family Pumpkin Carving – Laura Somes, Bedford, MA; **3.** Cop and a Lawbreaker – Seeta Looknarain, Bronx, NY; **4.** Vader and Baby Yoda – Matt Bliven, Syracuse, NY; **5.** Beauty (Sawyer Crean) and The Beast (Callaway Crean) – Kyle Crean, Riverhead, NY; **6.** Grandkids Ready for Trick or Treating – Jeanne Cyckowski, Londonderry, NH; **7.** Bo Peep (Maeve Dumont) and Woody (Cal Dumont) – Brent Dumont, Bedford, MA; **8.** Halloween Snake in the Grass – Pat Covey, Londonderry, NH; **9.** Daughter with Pennywise Makeup – Michele Redner, Elmwood Park, NJ; **10.** Grandson with Spooky Makeup – Jeanne Cyckowski, Londonderry, NH; **11.** Hocus Pocus! – JoAnna Edmondson, Canton, MA

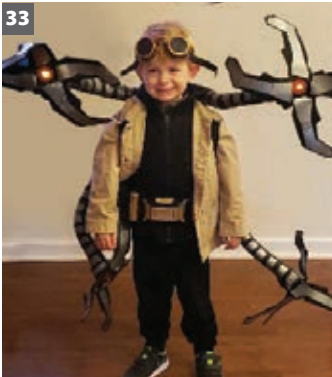
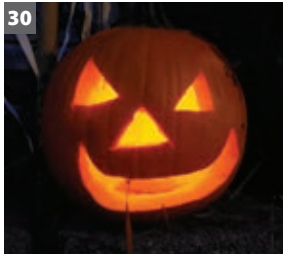
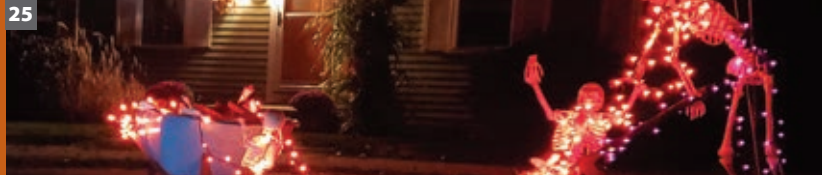
Trick or Treat 2020



12. Showing Off Excellent Carving Skills – Laura Somes, Bedford, MA; **13.** The Flanagan Family Going All Out for Halloween – Laurie Flanagan, Falmouth, MA; **14.** Couple of Nerds – Seeta Looknarain, Bronx, NY; **15.** Big Smiles and Lots of Candy – Laura Somes, Bedford, MA; **16.** My Granddaughter Makenna – Carol Rosinski, Bedford, MA; **17.** Daughter Grace, and Son Liam All Dressed Up and Ready to Go – Matthew Kline, Syracuse, NY; **18.** Newest Member of House Slytherin – Seeta Looknarain, Bronx, NY; **19.** Lorenzo Piediscalzo as Drift from Fortnite – Kate Piediscalzo, Bedford, MA; **20.** Trying to Keep Up with Benjamin the Busy Little Bee – Kim Solie, Bedford, MA; **21.** Grandchildren in Costume – Cynthia Hodges, Concord NH; **22.** Sophia and JJ as Harley Quinn and The Joker – Ashley Wilson, Warwick, RI; **23.** Plymouth's Newest Truck Driver – Melissa Powers, Plymouth, MA; **24.** The Cabrera Boys Found Their Way to the Showroom on Halloween – Louis Cabrera, Elmwood Park, NJ

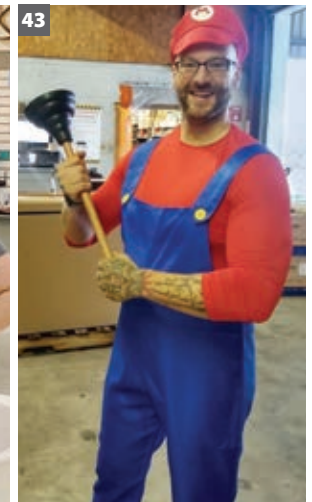
Halloween

HAPPENINGS



25. Rising From the Grave – Pamela Walkiewicz, Hyannis, MA; **26.** Phillip Lucci Posing with Decorations – Rob Lucci, Hyannis, MA; **27.** Great-Grand Children Embracing Autumn – Irene Lagios, Nashua, NH; **28.** Elyse Gelineau Getting in the Spirit of Halloween – Kayla Gelineau, Bedford, MA; **29.** Luke, Leia, and a lil' Yoda – Laura Player, Bedford, MA; **30.** Jack the Lantern Ready for Trick or Treaters – Denise Pallotta, Syracuse, NY; **31.** Kids are All Grown so The Dog Gets Dressed Up Now – Larry Thiel, Trenton, NJ; **32.** Addy Stratford Less Happy Than the Pumpkin – Connor Stratford, Bedford, MA; **33.** Jaxson Kline as Doc. Ock – Matthew Kline, Syracuse, NY; **34.** Amazing Water Heater Costume – Mike Smith, Albany, NY; **35.** Trick or Treat! – William Dennis, Pleasantville, NJ; **36.** Little Chicken Nugget – Jennifer Calouro, Bedford, MA; **37.** Making Use of Those Scary Photo Filters – Seeta Looknarain, Bronx, NY

HALLOWEEN Webb Cam



37. Jack O' Lantern Lineup – Laurie Fenlason, Winslow, ME; **38.** BR 44 All-In on Halloween Costumes – Lori Loughlin, Springfield, MA; **39.** Daughter (Lindsay Swenson), Boyfriend and Granddaughter – Michelle French, Concord, NH; **40.** Corporate Costume Contest Winners Pam Brady, and Doug Drake – Bedford, MA; **41.** Sheriff Woody Protecting the Syracuse Office – Jessica Garvey, Syracuse, NY; **42.** Three Blind Mice – Alaura DuBray, Rutland, VT; **43.** Everyone's Favorite Plumber Mario! – Travis Stevens, Pleasantville, NJ; **44.** Rob Sutton, Jamie Johnson, Logan Abbott, Kelley Bartlett, Kirsten Hollis and Erica Welch – Erica Welch, Exeter, NH; **45.** Webb Gangsta – Melissa Powers, Plymouth, MA; **46.** Oakland Maine's Scarecrow and Receptionist, Tayler Drinkwater – Valerie Baum, Augusta, ME;

Benefits and Wellness Check

401K Support

Since last year, Matt Metraw from Axial Financial has been meeting with employees to provide retirement planning support.

Matt and his team specialize in helping all of us at Webb manage our 401k accounts. They can help make sure that your 401k investments and contributions are in line with your retirement goals.

In addition to reviewing your current 401k, some of the other important items that Matt can discuss with you are:

- **Retirement Income Planning:** If you're within five years of retiring, it's a good time to start developing a retirement income plan. Matt will work with you to do a projection of your retirement numbers to make sure that you can retire comfortably on your terms.
- **Estate Planning:** If you need a will, or trusts, etc., then Matt and his team can help determine your exact needs and provide you with support every step of the way.
- **College Planning:** If you have kids or grandkids that you need to help support for college, Matt has the resources and solutions that can help.
- **Insurance Planning:** If you want to make sure you have enough insurance to cover your loved ones, Matt can discuss the options that might be most appropriate for your situation.

Please feel free to take advantage of these additional services. This is a benefit that's available to all Webb employees at no cost.

If you'd like to schedule time with Matt, please use this link: [Click here \(calendly.com/mmetraw\)](https://calendly.com/mmetraw).



FSA Open Enrollment

FSA open enrollment is here. Check your email for information on how to enroll or re-enroll. Please be aware there have been no changes to the maximum election amount for 2021. The enrollment deadline is December 4, 2020.

Your 2021 enrollment will be effective on January 1, 2021.

Remember that you HAVE TO re-enroll in this plan every year!


Achieving a healthier lifestyle.

Benefits and Wellness Check

Cigna Cancer Support

October was Cancer Awareness Month. With that, Nan the Nurse wanted to draw attention to the importance of early detection.

The American Cancer Society estimates that 1.8 million new cancer cases will be diagnosed in 2020. Early detection can improve a person's chances of survival. EMPOWER YOURSELF! The worst cancer diagnosis is a late one.

Visit 15-40 Connection to learn more at [15-40.org](https://www.15-40.org). 15-40 Connection aims to educate and empower individuals with the skills to recognize subtle health changes in themselves, rather than rely only on medical professionals.



3 Steps Detect

Step 1

Know Your Great

Cancer can reveal itself in different ways to different people. To be able to recognize changes in your own body, it's important to know your normal energy level, sleep patterns, pain, weight, bathroom habits, and motor control – as well as what your skin looks like.

Step 2

Use the Two-Week Rule

If you notice a subtle change in your normal health that lasts two weeks or more, it's time to call your doctor and learn what is causing the change. Cancer often reveals itself as subtle and persistent health changes that don't interfere with your daily routine.

Step 3

Be Your Own Health Advocate

You know your body best. Communicating what you know about your health changes to your doctor can lead to an earlier diagnosis and more effective treatment.

Cigna and F.W. Webb offer several ways to encourage regular screening.

- Preventive exams are covered at 100%
- [Mycigna.com](https://www.mycigna.com) offers health assessments and online coaching programs
- 24-hour health information line (1-855-673-3063)

Don't let COVID-19 delay screening!


Achieving a healthier lifestyle.

Spotlight on Health

Jeffery Dean is a driver for F.W. Webb in Sturbridge, MA. Living in Monson, MA with his wife and five children with ages ranging from 21 to 3 years old. It's easy to imagine how things can get a little stressful around the house. On top of that, Jeff's wife suffers from a serious medical condition and has undergone multiple surgeries in the last year. Her condition means that she can only eat certain foods at certain times and with such a large family under one roof, multiple dinner menus is a lot to ask for. So the whole family decided they would all eat the same things to help ease the stress of making meals and increase the family's health overall!



Nan the Nurse is wishing all Webb employees and their loved ones well during this crazy time! A great time for all to focus on healthy eating and staying active! If you have a story you'd like to share, please contact Nan by email at nan@nanthenurse.com.

Q: What were the behavior or lifestyle changes that you made?

A: We made the decision to change the way we eat in the house. We changed our shopping habits and our grocery cart looks very different than it used to. We are eating less red meat, less dairy (specifically ice cream) and less starches like bread and potatoes. Now we are eating more whole wheat, more fruits and vegetables, more chicken and more fish. And honestly we don't feel like we are missing out on anything at all.

Q: Why did you decide to make this change?

A: It started with my wife's special dietary restrictions. She had to be careful about what she ate and when. For the sake of all of our better health and keeping the menus simple at the house, we all decided to change our eating habits for the better.

Q: What positive impact did it have on your life?

A: With the elimination of a lot of unhealthy foods, we have all experienced a bit of weight loss. I've already lost 30 pounds! With that 30 lbs. gone, I feel a lot better physically. My knees don't hurt like they used to and I have a lot more energy than I did before.

Q: What advice would you have for anybody else at Webb with similar goals?

A: I think that if you want to make lasting changes to your diet, you can't do it all at once. Don't go cold turkey. Make small substitutions a little at a time and go slow. Like start substituting whole-milk yogurt instead of ice cream and eventually the yogurt becomes as much of a treat as the ice cream was. Healthy substitutions don't have to be boring either. There are tons of ways to prepare healthier options that keep them interesting and delicious.


Webb Wellness

Achieving a healthier lifestyle.



On the Move



Patrick Horne has been promoted to Operations Manager of our Fire Protection and Fabrication branch in Canton, MA. A Norwood, MA native, Patrick attended Merrimack College where he received a business degree before joining Webb's CIP program in 2018. With this recent promotion, Patrick says he is looking forward to learning more about the location and getting to know all the employees at the branch.

He hopes to focus on cross-training that will keep the day to day operations running smoothly. In his free time, Patrick enjoys playing golf with his brothers and hopes to do more traveling once the pandemic is over.



Ed Mattos has been promoted to Regional HVAC Commercial Sales Manager. Ed will be responsible for calling on engineers and mechanical contractors all over Southern New Hampshire, Southeastern Massachusetts, Rhode Island and Connecticut focusing on VRF systems. He is already looking forward to working with the HVAC directors, and launching and supporting the new Samsung

product line. Ed joined Webb in February 2016 as an account manager for the Brockton group with a focus on HVAC/R. Prior to joining Webb, Ed amassed years of experience working at ABCO Refrigeration as an account manager and at Bell Simons as a branch manager. He is also an approved VRF system designer for MASSIVE, and a past member of ACCA and RSES. Ed graduated from New England Institute of Technology and served in the Army National guard from 1985-1991 before retiring from the military as a Staff Sergeant. Ed and his wife Gerrie live in Berkley MA, and have two daughters Emily and Abby.

More Promotions

- **Idris Atwood** from Inside Sales to Outside Sales, Rutland, VT
- **Matt Belouin** from Counter to Inside Sales, Pittsfield, MA
- **Ryan Buniewski** from Outside Sales to Regional Heating Specialist, Piscataway, NJ
- **Jason Dionne** from Showroom Manager to Showroom Support Manager, Warwick, RI
- **Austin Gagnon** from Warehouse to Counter, Dover, NH
- **Frank Hart** from Counter to Inside Sales, Boston, MA
- **Brian Hervieux** from Inventory Control to Store Manager, Greenfield, MA
- **Roger Lozeau** from Counter to Inside Sales, Madison, NH
- **Mike Metaxopoulos** from Inside Sales to Outside Sales, Methuen, MA
- **Larry Morrissey** from Inside Sales to Outside Sales, Warwick, RI
- **Louis Orta** from Warehouse to Counter, Trenton, NJ
- **Manuel Pinho** from Warehouse to Counter, Allentown, PA
- **Tim Schroeder** from Warehouse to Inventory Control, Lowell, MA
- **Steven Trava** from Counter to Inside Sales, Centereach, NY

Retirees

- **Jean Baker**, Canton, MA (16 years)
- **Jack Cohn**, Binghamton, NY (9 years)
- **Timothy Finnegan**, Winslow, ME (5 years)
- **Michael George**, Piscataway, NJ (5 years)
- **James Harrington**, Rutland, VT (27 years)
- **Linda Hayes**, Winslow, ME (22 years)
- **Sharon Inza**, Methuen, MA (22 years)
- **Ruth Lenweaver**, Syracuse, NY (9 years)
- **Janice Mitsmenn**, Cranston, RI (18 years)
- **Scott Pinkham**, Rutland, VT (20 years)
- **John Ruhle**, Elmwood Park, NJ (7 years)



Randy Dupuis, Inside Salesman in Albany, NY took his family on a 4-day 164-mile biking adventure from Rumney, NH to Lanesborough, MA. With only 28 miles left to go, they saw this Webb sign in Bennington, VT and had to stop for a quick pic.



Webb Spotlight

Lynn Tenant



Webb Vitals

Title: Office Manager/Safety Supervisor/
F.W. Webb CPR, MEWP, Confined Space and
Forklift Trainer

Location: Syracuse, NY

Years Worked at F.W. Webb: 13

Describe one of your greatest or unique experiences working for F.W. Webb.

As a CPR, First Aid and AED trainer I get to meet so many fellow coworkers. I get to teach them skills that might one day save someone's life.

If you could have dinner with somebody who is no longer alive, who would it be? Why?

My grandmother on my mom's side. She was born in 1908 and was 10 years old when the Spanish Flu hit. I would love to hear what it was like as compared to what it is like today with COVID. The Spanish Flu lasted 2 years. I hope COVID is gone way before that.

Tell us something about yourself that would surprise us.

I am in the June 12, 1989 issue of Sports Illustrated, page 134 in the "Faces in the Crowd" section, under my maiden name Mosher. I also drive a 2013 Harley 1200 Custom Sporter.



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

I spend my time with my family. I have a 21-year-old serving in the US Air Force, stationed in Spangdahlem Germany. At home I have my 19-year-old son who is a certified welder, has his Class B and operates a snow plow during the winter months, and my 17-year-old daughter who is a senior this year and is going to attend college to become a nurse. We do everything together as a family, from fishing, chasing waterfalls, hiking, camping, kayaking, hunting, riding snowmobiles and even motorcycles.



Winter Coat Call

Donations will be accepted until January 10, 2021.

In partnership with Anton's Cleaners, Donna Longo, Accounts Payable, Bedford, MA, is collecting warm coats for those in need. Each year, we donate hundreds of coats thanks to your generous efforts. Let's continue the tradition!

Instructions:

- Donations from any branch across the company are welcome, as long as the coats are in good condition
- If you're local, drop off your donation anytime at the corporate office during business hours. Otherwise, collect as a branch and ship via CD to Donna's attention in the corporate office
- No need to clean the coats – they will be dry cleaned for free by Anton's Cleaners

Accepted:

- Warm winter coats for children and adults
- New or gently used
- Good quality
- All sizes needed (especially XL and for ages newborn – 4 years old)

Not accepted:

- Coats with rips, tears, broken zippers or permanent stains
- Sweatshirts
- Vests
- Spring coats



With so many Americans out of work this year, the need for donations like these are greater than ever. Please consider making a contribution this holiday season.

If you have any questions, email Donna at DML@fwwebb.com.

In recognition of Veteran's Day, F.W. Webb thanks all employees who have served or are currently serving our country:



Connecticut

Justin Bednarz – Army, Waterford
Jamal Buck – Navy, Waterford
Willard Fleming – Army, New Haven
Darren Juan – Army, Hartford
Ray Kallas – Army, New Haven
David Lapointe – Air Force, Hartford
George Murdoch – Air Force, Hartford

Maine

Justin Bartlett – Marine Corps, Hampden
Mark Carhart – Army, Rockland
Jeff Cook – Army, Navy & Airforce, Windham
Troy Day – Army, Oakland
Richard Doherty – Army, Rockland
Art Freeman – Air Force & Air Guard, Winslow
Donald Hafford – Navy, Winslow
Nicholas Harger – Marine Corp, Augusta
Kendall Hill – Army, Augusta
Bruce Jordan – Army Nat'l Guard, Portland
Jeffrey Paye – Army Reserves, Bangor
Douglas Penney – Army, Winslow
Mackenzie Rampino – Army, Portland
Daniel Reynolds – Army, Portland
Aaron Robinson – Marine Corps, Ellsworth
Kathleen Santos – Navy, Portland
Larry Santos – Navy & Air Guard, Windham
Roy Tudeen – Airforce, Portland
Pat Zrioka – Navy, Process Controls, Winslow

Massachusetts

Mark Beaulieu – Navy, Auburn
Brion Berghaus – Coast Guard, Bedford
Brian Benedict – Army, Hyannis
Paul Bruno – Marine Corps, Woburn
Jim (Caino) Cain – Army, Watertown
Raymond Campanile – Navy, Brockton
Joe Coffey – Army & Nat'l Guard, Methuen
Peter Collins – Marine Corps, Bedford
Brandon Comeau – Marine Corps, Bedford
Andrew Cordisco – Marine Corps, Malden
Stephen Davis – Army, Bellingham
Dave DiPirro – Army Reserve, Salem
Mike DiPirro – Army Nat'l Guard, Malden Water Works
Robert Fay – Coast Guard, Brockton
Maximino (Cisco) Fernandez – Navy, Boston
Tony Grinavic – Army, Bellingham
Norm Israelson – Army, Auburn
Keith Laing – Army, Greenfield

Mike Leander – Army & Nat'l Guard, Bedford
David LeRoux – Navy, New Bedford
Frank Levoy – Army, Woburn
Richard Marciniszyn – Army, Malden
Jovani Morales – Marine Corps, Woburn
Stephen Murphy – Army, Auburn
Mike Nastek – Army, Woburn
Lou Ottino – Marine Corps, Plymouth
Justin Paschal – Army, Bedford
Kenneth Pelletier – Marine Corps, Fitchburg
Tyler Robinson – Airforce, Hingham
David Sanborn – Air Force, Bedford
Tom Sanders – Army, Woburn
Jim Tragakis – Navy, Boston
John Veino – Army, Lowell
Vincent Villani – Marine Corps, Malden
Chris Wilson – Army, Watertown

New Hampshire

Wayne Andeen – Air Force, Dover
Kevin Anderson – US Coast Guard, Seabrook
Jarid Bond – Army, Concord
Derwin Brown – Army, Lebanon
John Consentino – Army, Nashua
Jay Daniels – Air Force, Concord
Bradley Demma – Army, CD
Timothy Finch – Marine Corps, CD
Matt Gray – Army, CD
Winston Greene – Army, Building Controls
James Johnson – Army, Exeter
Jody Luciw – Navy, Lebanon
Shawn Nielsen – Army, Gilford
Keith McNutt – Marine Corps, Gilford
Ron Paquin – Army Nat'l Guard, Manchester
William Trautmann – Marine, Londonderry

New Jersey

Richard Maher – Army, Vernon
John Ruhle – Navy, Elmwood Park
Benjamin Smaldino – Army & Marine Corps, Vernon
Arvin Tomassini – Army, Elmwood Park
Mike Volk – Air Force, Elmwood Park
Christopher Zambito – Marine Corps, Elmwood Park

New York

Rich Ahern – Navy, Ballston Spa
John Barth – Army, Albany
Darin Cook – Air Force, Albany
Jeff Eames – Air Force, Albany

Dave Eynon – Army, Binghamton
Paul Frontera – Marine Corps, Binghamton
Howard Geisel – Navy, Albany
Keith Hanchett – Navy, Queensbury
Trevor Hawk – Marine Corp, Binghamton
Jesse Jones – Army, Riverhead
Jake Kuss – Navy, Syracuse
Tom Lane – Navy, Albany
Christopher Maderia – Marine Corps, Newburgh
Marty Mann – Air Force, Syracuse
Frederick Marchaland – Marine Corps, Queensbury
Nicholas Markopolsky – Navy, Liverpool
Brett Moran – Army, Riverhead
Dennis Moulton – Air Force, Binghamton
Fred Perry – Navy, Rutland
Ken Powell – Marine Corps, Ballston Spa
Lynne Rawson – Navy, Queensbury
Michael Reed – Navy, Cazenovia
Jason Smith – Navy & Army Guard, Newburgh
Nicholas Stoltz – Marine Corps, Queensbury
Theran Sweet – Navy, Cazenovia
Steve Sweetland – Air Force, Binghamton
Fred Vivenzio – Air Force, Syracuse

Pennsylvania

Jesse Cheyney – Marine, Aston
Albert Kennard – Air Force, Aston
Jim Martin – Army, Allentown

Rhode Island

Shane Bennett – Air Force, Warwick
Gary Dame – Air Force, Cranston
David Gamache – Marine, Cranston
Dave Monahan – Army, Cranston
Jim Stevens – Navy, Warwick

Vermont

Idris Atwood – Marine Corps, Rutland
Rick Breault – Nat'l Guard, St. Albans
Leslie Derry – Air Force, Brattleboro
Jakob Griffis – Army, Rutland
Nathan Luther – Marine Corps, St. Johnsbury
Wil Morin – Army, Springfield
Dave Paquette – Army Nat'l Guard, Williston
Leo Pollander – Marine Corps, St. Johnsbury
Scott Ryan – Navy, Rutland
Mark Safford – Navy, Barre
Rick Snow – Coast Guard, Brattleboro

If you've served in the armed forces and are not listed, please send an email to hrdept@fwwebb.com

Welcome Aboard!

New Managers



Tom Pagliarulo has been hired as General Manager of our South Boston and Watertown, MA locations. Tom comes to Webb after 37 years working for Ferguson. During his time there he went through many courses to enhance his sales and management skills. He is certified in branch management, operations, sales management, and human resources.

He is a member of the Mystic Valley PLB Association and the North Shore PLB Association. Tom is a native of East Boston and attended North Shore Community College where he received a business degree. Tom has two sons and two grandchildren and has spent years serving on the Parent Advisory Board of Pathways for Children. He enjoys boating in his free time and looks forward to leading his two branches to be the most successful in the company and building a new career at F.W. Webb.



Brett Chywski has been hired as the Store Manager of our Madison, NJ branch. Brett is new to Webb and comes from HD Supply Whitecap Construction & Industrial. He is already overseeing the sales and operations of our growing Madison, NJ location. Originally from Pittsburgh, PA, he graduated from Florida Gulf Coast University with a degree in

marketing. Brett is looking forward to building his team, growing the business, and eventually finding a bigger location so Webb can better serve their area of New Jersey. In his personal life, Brett is an outdoor enthusiast who has traveled around the country camping, skiing, and kayaking. He currently lives in the area and his family includes one three-year-old son.



Michael Adams has been hired as the Store Manager of F.W. Webb's location in New Haven, CT. Michael started with Webb in August after working in multiple management roles at Home Depot, Lowes and Sears. He graduated from the University of Bridgeport where he studied biomedical engineering. As the new Store Manager,

Michael's goal is to create the fastest-growing, most-efficient, most-enjoyable location to work at in the company. Michael lives in Cheshire, Connecticut with his wife, two children, a dog, and a cat. He is a collector of chess sets, New England sports fan, and an avid do-it-yourselfer.

New Employees

July – August 2020

Brock Abrams
Warehouse
Syracuse, NY

Michael Adams
Store Manager
New Haven, CT

David Ashley
Inside Sales
Salem, MA

Kayhan Aslani-Saysan
Assistant Warehouse
Supervisor
Portland, ME

Debra Baker
Showroom Sales Rep.
Needham, MA

Cory Barnett
Driver
Hampden, ME

Matthew Barnett
Warehouse
Hampden, ME

Ray Beane
Field Service Engineer
Winslow, ME

Graham Beaton
Warehouse Supervisor
Bedford, MA

Matthew Belculfine
Counter
Auburn, MA

Scott Bellisle
Warehouse
Norwich, CT

Alicia Bergeron
Sr Geologist
Alliance - Warwick, RI

Jeffrey Berry
Piggy Back Driver
Canton, MA

Torin Berry
Warehouse
Londonderry, NH

Cherie Binette
Showroom Sales Rep
Portland, ME

Dalton Bocknick
Counter
Malden, MA

William Bohlin
Driver
Concord, NH

Christian Bolton
Counter
Falmouth, MA

Brian Bossie
Driver
Oakland, ME

Gregory Botti
Inside Sales
Piscataway, NJ

Donald Boulanger
Driver
Concord, NH

Michael Bowse
Warehouse Supervisor
Manchester, NH

Jean Paul Bricault
Driver
Auburn, MA

Joel Brown
Counter
Augusta, ME

Richard Bryant
Counter
Plymouth, MA

Gilbert Burgos
Warehouse
Bronx, NY

Tarrell Burris
Warehouse
Londonderry, NH

Nicholas Cabral
Inventory Control Clerk
Warwick, RI

Wilmer Calderon
Driver
Waterford, CT

Corey Campbell
Counter
Brockton, MA

Aristide Cassarino
Outside Sales
Winslow, ME

Joan Chasen
General Clerk
Canton, MA

Continued on page 21



New Employees

July – August 2020

James Cobb
Outside Sales
Elmwood Park, NJ

Paul Cogswell
Warehouse
Newburgh, NY

Thomas Cole
Counter
Hampden, ME

Tani Contreras Correa
Driver
Haverhill, MA

Tyler Counter
Receiver
Londonderry, NH

Jeffrey Cox
Counter
Manhattan, NY

Danny Crossman
Counter
Queensbury, NY

Nicholas Crugnale
Data Analyst
Bedford, MA

Jeremy Cyr
Driver
Caribou, ME

Thomas Dalton-Hoffman
Data Analyst
Bedford, MA

Christopher Darrow
Store Manager
Norwich, CT

Wasalie Davis
Warehouse
Waterbury, CT

Salvatore DeGross
Warehouse
Hartford, CT

Joseph Dickinson
Inside Sales
Pleasantville, NJ

Danelle Douville
Counter
Pittsfield, MA

Taylor Drinkwater
Receptionist
Oakland, ME

Christan Dube
Fabricator
Lowell, MA

Edward Duffy
Outside Sales
Piscataway, NJ

Benjamin Dyke
Driver
Lewiston, ME

Kathryn Ellis
Receptionist
Winslow, ME

Eric Elwin
Inside Sales
Concord, NH

Brandon Emma
Warehouse
Portland, ME

Robert Fay
Warehouse
Brockton, MA

Paul Fellows
Driver
St. Albans, VT

Shawn Fitzgibbon
Driver
Queensbury, NY

Michael Flaherty
Counter
Fitchburg, MA

Ashton Florence
Inside Sales
Concord, NH

Justin Flynn
Warehouse
Pittsfield, MA

Roberto Fontanez-Lopez
Warehouse
Springfield, MA

Sean Fortier
Warehouse
Queensbury, NY

Salvatore Frontera
Warehouse
Binghamton, NY

Daniel Gamash
Inventory Control Clerk
Biddeford, ME

Stevan Geiger
Outside Sales
Rutland, VT

Judith Genovese
Showroom Sales Rep.
Waterbury, CT

Talia Gonzalez-Terranova
Warehouse
Methuen, MA

Jakob Griffis
Warehouse
Rutland, VT

Yousef Haddad
Inside Sales
Elmwood Park, NJ

Nicholas Harger
Warehouse
Augusta, ME

Robert Harrington
Warehouse
Malden, MA

Eric Hartel
Counter
Elmwood Park, NJ

Rebecca Hervey
Showroom Sales Rep.
Newburgh, NY

Robin Hiserodt
Receptionist
Syracuse, NY

Seth Howard
Inventory Coordinator
Concord, NH

Jason Howland
Counter
Rutland, VT

Riley Inerra
Warehouse
Methuen, MA

Michael Irizarry
Shipper
Londonderry, NH

Sandra Jarvis
Inside Sales
Williston, VT

Zachary Johnson
Warehouse
Fitchburg, MA

Jesse Jones
Project Scientist
Alliance - Warwick, RI

Keith Joseph
Warehouse
New Bedford, MA

Jeanne Kelly Whitman
Office Administrator
Hingham, MA

Taylor Kelsey
Outside Sales
Ballston Spa, NY

Kevin Kidder
Inside Sales
West Bath, ME

John Komanitsky
Warehouse
Piscataway, NJ

William Krall
Outside Sales
Brockton, MA

Scarlett Kromer
Showroom Expeditor
Pleasantville, NJ

Daniel Kruger
Outside Sales
Rochester, NY

Lukasz Kutarnia
Driver
Elmwood Park, NJ

Brogan Laux
Warehouse
Syracuse, NY

Christopher Lebel
Inside Sales
Springfield, MA

James LeDuc
Driver
Dover, NH

Jaime Lemus Landaverde
Warehouse
Boston, MA

Ryan Loranger
A/R Clerk
Bedford, MA

Joseph Luz
Warehouse
New Bedford, MA

Matthew Lynch
Inside Sales
Seabrook, NH

Christopher Maldonado
Warehouse
Hartford, CT

Timothy Malone
Warehouse
Warwick, RI

Corey Manion
Warehouse
Plattsburgh, NY

Troy Manni
Warehouse
Hyannis, MA

Vincent Marchione
Warehouse
Mamaroneck, NY

Taylor Mason
Inside Sales
Rutland, VT

Yina Mateo
Receiver
Londonderry, NH

Frank McDow
Warehouse
Newburgh, NY

John McDowell
Warehouse
Newburgh, NY

Cassandra Meads
Inside Sales
Woburn, MA

Brandon Merullo
Counter
Watertown, MA

Ryan Mohabir
Warehouse
Bronx, NY

Daniel Morganelli
Driver
Lebanon, NH

Connor Morris
Outside Sales
Elmwood Park, NJ

Anthony Mullen
Warehouse
Syracuse, NY

Craig Murphy
Driver
Sturbridge, MA

Sarah Murphy
Office Administrator
Auburn, MA

Shawn Nielsen
Warehouse
Gilford, NH

Patrick OBrien
Warehouse
Riverhead, NY

Justin Ochal
Inside Sales
Syracuse, NY

Continued on page 22



New Employees

July – August 2020

Timothy O'Connor
Outside Sales
Syracuse, NY

Daniel Paige
Outside Sales
Syracuse, NY

Jacob Paradis
Warehouse
Caribou, ME

Kevin Paris
Warehouse
Concord, NH

Adam Patrick
Driver
Binghamton, NY

Manuel Pelaez Vigolla
Warehouse
Londonderry, NH

Daniel Phillips
Inside Sales
Hartford, CT

Kathryn Piediscalzo
Showroom Project
Manager
Bedford, MA

Adrian Pliszka
Driver
Springfield, MA

Riley Plourde
Selector
Londonderry, NH

Courtney Plummer
Warehouse
Elmwood Park, NJ

Corinne Poitras
Data Management
Specialist
Bedford, MA

Zachary Poplaski
Driver
Pittsfield, MA

Chantal Potvin
Receiver
Londonderry, NH

Keith Purdue
Warehouse
Barre, VT

Kent Quiet
Outside Sales
Hampden, ME

Mikel Quinlan
Counter
Waterbury, CT

Mackenzie Rampino
Will Call
Portland, ME

Shawn Ramsey
Warehouse
Portland, ME

Bryan Rattleff
Sales Engineer
Winslow, ME

Daniel Reynolds
Driver
Portland, ME

Kristofer Robinson
Inside Sales Manager
Rutland, VT

Mario Rodrigues
Will Call
Piscataway, NJ

Jorge Rodriguez
Warehouse
Fitchburg, MA

Eric Rowell
Inventory Control Clerk
Londonderry, NH

William Rullo
Warehouse
Plymouth, MA

Leroy Salisbury
Warehouse
Albany, NY

John Salvas
Warehouse
Warwick, RI

Sonny Santelli
Driver
Centereach, NY

Shingoro Sargent
Boiler Board Technician
Portland, ME

Christopher Sedensky
Counter
Methuen, MA

Richard Shaw
Driver
Lewiston, ME

Ashley Sherman
General Clerk
Warwick, RI

Milton Skerrett
Warehouse
Auburn, MA

Jacquelyn Smith
Counter
Auburn, MA

Charles Smith
Inside Sales
Waterford, CT

Travis Smith
Warehouse
Dover, NH

Michael Soldner
Inside Sales
Bronx, NY

Brett Starr
Warehouse
Hampden, ME

John Sullivan
Counter
Norwich, CT

Laura Sullivan
Showroom Sales Rep.
Mamaroneck, NY

Patrick Sullivan
Warehouse
Hyannis, MA

Kevin Surette
Inside Sales
Concord, NH

Nathan Tapley
Inside Sales
Hampden, ME

Matthew Tise
Outside Sales
Methuen, MA

Cole Tognarelli
Outside Sales
Brockton, MA

Arvin Tomassini
Driver
Elmwood Park, NJ

Justin Tourangeau
Counter
New Haven, CT

Stephen Treadwell
Inside Sales
Portland, ME

Diondre Turner
Warehouse
Bedford, MA

Elsa Valentine
Outside Sales
Elmwood Park, NJ

Jeremy Vandersyde
Tractor Trailer Driver
Londonderry, NH

Vincent Venturelli
Warehouse
Hampden, ME

Briana Viau
Warehouse
Brockton, MA

Tyler Viera
Warehouse, New
Bedford, MA

Peter Vigo
Warehouse
Ballston Spa, NY

Clinton Vos
Driver
Vernon, NJ

Robert Waggoner
Valve Technician
Winslow, ME

Mark Wagner
Driver
Centereach, NY

Nicholas Wakeman
Driver
Binghamton, NY

Christopher Warga
Outside Sales,
Piscataway, NJ

Jacob White
Warehouse
Londonderry, NH

Jonathan Wood
Warehouse
Gilford, NH

Jennifer Zani
Sales Tax Specialist
Bedford, MA

Pipeline is the employee newsletter of the F.W. Webb Company. It is published quarterly in February, May, August, and November by the F.W. Webb Marketing Department.

Employee submissions – news, tips, articles and photos – are welcome and encouraged at pipeline@fwwebb.com.

Current and back issues are posted on the company intranet.

Pipeline is an internal publication for employees only.



Twin pumpkins:
Maddox Stephen
and Greyson Paul
Russell, grandsons
of Cynthia Hodges,
Concord NH



Congratulations!

Births

Lucas Bauchiero

Born 10-11-20
Son of Dave Bauchiero
Piscataway, NJ

Lincoln Brown

Born 8-23-20
Son of Reed Brown
Springfield, MA

Nathan Burrows

Born 10-12-20
Son of Stephen Burrows
Plymouth, MA

Jace Cortland

Born 8-10-20
Son of Jeff Cortland
Elmwood Park, NJ

Callaway Crean

Born 7-29-20
Son of Kyle Crean
Riverhead, NY

Benjamin Forget

Born 8-17-20
Son of Josh Forget
Bellingham, MA

Bennett Hedstrom

Born 8-7-20
Son of Matt Hedstrom
Boston, MA

Charlie Jorgensen

Born 9-23-20
Daughter of Michael Jorgensen
Lowell, MA

Harrison and Sybil Keighley

Born 8-20-20
Children of Evan Keighley
Cranston, RI

Zeke Marrotte

Born 10-23-20
Son of Luke Marrotte
Londonderry, NH

Derek and Ethen Perez

Born 7-29-20
Sons of Wilmar Perez
Londonderry, NH

Mason Pheanious

Son of Bryant Pheanious
New Haven, CT

Hattie Roy

Born 7-8-20
Daughter of Robert Roy
Cranston, RI

Owen Solie

Born 8-28-20
Son of Kim Solie
Bedford, MA

Oliver Stevens

Born 8-13-20
Son of Travis Stevens
Pleasantville, NJ

Nora Switzer

Born 7-10-20
Daughter of Zach Switzer
Augusta, ME



Owen Solie (right, son of Kim Solie) and Griffin Hoey (left, grandson of Patrick Henry) celebrated their first Halloween in style.

Anniversaries

July – August 2020

5 Years:

Erick-Diaz-Bastardo
Methuen, MA

Ken Cantrell
Stamford, CT

Ryan Casey
Cranston, RI

Anthony Catino
Londonderry, NH

Mark Cavallaro
Allentown, PA

John Griffin
Londonderry, NH

Paul Ivatts
Canton, MA

Ronald Lapointe
New Bedford, MA

Ryan Lindley
Methuen, MA

Mike Lyons
Methuen, MA

Steven Morgan
Methuen, MA

Louis Orta
Trenton, NJ

David Page
Nashua, NH

Scott Pelletier
Bennington, VT

Ismael Salinas
Newburgh, NY

Jose Salvatierra
New Haven, CT

Joe Sayah
Portland, ME

Paul Sears
Methuen, MA

Joshua Torrey
Binghamton, NY

Taylor Weaver
Queensbury, NY

10 Years:

Nicholas Allen
Augusta, ME

Robert Bariteau
Ballston Spa, NY

Gary Baumbach
Syracuse, NY

James Kylor
Binghamton, NY

Heather Lebel
Springfield, MA

Kevin Littlewood
Hingham, MA

Alex Oviedo
Waterbury, CT

Kathryn Schuler
Boston, MA

Emma Sewell
Meriden, CT

Mike Stone
Methuen, MA

Nicole Tinsley
Auburn, MA

15 Years:

Jarid Bond
Concord, NH

Rita Bryant
Bedford, MA

Benjamin Cecenas
Londonderry, NH

Brandon Comeau
Bedford, MA

Manuel Cordeiro
Methuen, MA

Mike Dipirro
Bedford, MA

Stephen Gammons
Brockton, MA

John Huynh
Canton, MA

Mike Martineau
Methuen, MA

Robert Mazur
Gilford, NH

Laurie Orvis
Rutland, VT

Ed Pirkey
Bedford, MA

Allen Quinones
Hartford, CT

J. Paul Stein
Syracuse, NY

Rudy Sullivan
Plattsburgh, NY

20 Years:

Mike Albano
Portland, ME

Katrina Arsenault
Haverhill, MA

Ryan Couture
Keene, NH

Phil Drelick
Methuen, MA

John Furneaux
Haverhill, MA

Stephan Lewis
Warwick, RI

Mark Lowder
Cranston, RI

Vinny McMahon
Bedford, MA

Bruce Rocha
New Bedford, MA

Larry Santos
Windham, ME

Allen Slavin
Boston, MA

25 Years:

Brendan Monaghan
Bedford, MA

Mike Perry
Fitchburg, MA

30 Years:

James Fernald
Exeter, NH

Steven Kincaid
Syracuse, NY

Scott Meehan
Syracuse, NY

40 Years:

Jeff Pope
Bedford, MA

Jean Spence
Williston, VT