

# Pipeline

THE F.W. WEBB EMPLOYEE NEWSLETTER



Volume 9 – April 2014

F.W. Webb Cranston, Rhode Island:

## Beyond the Industrial Line Card

On the outside, F.W. Webb's Cranston, Rhode Island facility looks a lot like other Webb locations. Inside, however, differences become clear.

The space in which you might usually find a large wholesale store, showroom and training facility is instead stocked with crimping machinery, pump service equipment, and racks of pipe and hose. An unusually large inside sales area vibrates with activity.



Every day, our Cranston team performs feats of sales and service in the industrial sector that are wholly unique to the Webb world. What they sell is not necessarily stocked at CD. It's not usually transported by our fleet. And it's much more about expertise than line cards.

*Continued on page 5*

*Chris Sears (right) with Christine McVey, Bio-Pharm and Food and Beverage Inside Sales*



### The Cranston Line-Up

Meet the primary businesses that call Cranston home:

#### Bio-Pharm (High Purity Process Division)

General Manager:  
**Chris Sears**

Sales Manager:  
**Ted Haley**

Inside Sales Manager/  
Pump Product Manager:  
**Matt Hancur**

**What They Do:** Supply, fabricate and service high purity process components and systems (tanks, tube, fittings, valves and pumps) for Biotech, Pharmaceutical, and Food and Beverage processing facilities. The Bio-Pharm Division works closely with Webb's Bergen Industrial branch in New Jersey.

#### Piping/Industrial Specialties Division

General Manager:  
**Chris Sears**

Product Manager:  
**Gary Rose**

**What They Do:** Handle industrial hose inventory, sales and service, including the fabrication of custom hose assemblies; serve as technical liaison with branch sales personnel, customers and manufacturers for industrial products and technologies such as Resistoflex, Xomox, Strahman, Transair and others (credit for these sales is passed to the branch).

#### Commercial & Industrial Pump Division

General Manager:  
**Brian Clark**

**What They Do:** Handle new pump sales, pump service and repair, parts and support for industrial and commercial customers, both at the customer's site and in Webb's Cranston facility. On the residential and light commercial side, Cranston also is headquarters to the *Residential Water Systems Division*, managed by Jim Paulhus.

#### Industrial Pipe, Valves and Fittings (PVF)

General Manager:  
**Ted Brian**

Operations Manager:  
**Scott Trudeau**

**What They Do:** Supply industrial, Mechanical, and Fire Sprinkler PVF to area accounts.

### Did You Know?

*F.W. Webb Company has been on the Green Monster since 2005, after the Red Sox won the World Series against the St. Louis Cardinals in 2004.*



See page 12 for Webb Cam photos.

Please submit news items and photos with captions to [pipeline@fwwebb.com](mailto:pipeline@fwwebb.com).

## A Healthy Start to 2014

by Chris Fuery, Operations Manager, Central Distribution, Amherst, NH

On February 11, CD held a Health Fair for its 130 staff members. With the Help of “Nan The Nurse” from Sullivan Benefits, an exciting 6 station “Get Healthy” platform was in place for all to enjoy.



To begin, while participants signed up for events they snacked in line on fruit and veggie platters. What a great way to begin a day of health education! From there, they were treated to several Interactive Health Stations including Cholesterol and Glucose Screenings, Nutrition and Exercise Demonstrations, Skin Cancer Screenings and more. Many employees took advantage of speaking to some of the

F.W. Webb Key Benefit Providers such as Blue Cross/Blue Shield, Delta Dental, and KGA – our Employee Assistance Program. They were on hand to handle questions about service offerings, new information on benefits and to provide immediate answers to individual questions.

CD was also very happy to have Samantha Damon from F.W. Webb’s Human Resources Department join them. Samantha provided excellent answers to any and all benefits questions from many interested Health Fair Participants.

All in all it was a great day for promoting health awareness. Everyone at CD felt the event was by far the best fair in recent memory. The great part about it? There was such a wide offering of healthy advice that many new participants were stepping forward to take a healthy jump into 2014. Thanks to F.W. Webb for making it happen.



*Mike Wagner, Inside Sales, CD with the Skin Screening representative.*



*Greg Bodlovik, GM, CD getting his cholesterol checked.*



*Nan the nurse and Jesse Plourde, CD Sales*

More photos on page 12.



## Bowling for a Cure

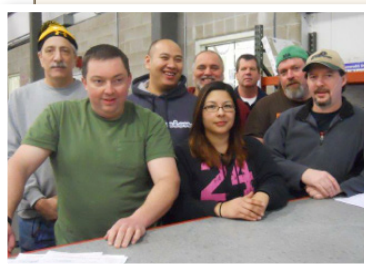
Cranston, RI Operations Manager Scott Trudeau (back, 3rd from left in black shirt) and wife Lori (2nd row, 2nd from left, pink scarf) took part in “Bowling for a Cure” on March 22 at the AMF Cranston Lanes along with other Webb employees and families. A total of 21 Webb people participated in the charity event and joined the Trudeaus afterwards for a party. The event was sponsored by William & Stuart Real Estate.

## Meet Two of the Teams at CD: Ready to Help

by Steve Porter, Supervisor of Shipping, Central Distribution, Amherst, NH

### UPS Shipping Department

The UPS department at CD is made up of the Supervisor and seven selectors. All provide a high level of service to customers and to our branches. This department provides service from 6 AM to 7 PM daily.



*The CD UPS Shipping Team*

The UPS small parcel traffic has been steady, shipping about 150 packages daily, and we are seeing an increase in the amount of showroom transfers we have been doing. UPS dropping a trailer with our inbound material allows us to load our outbound as

it accumulates throughout the day, and makes shipping more efficient. UPS now makes a second pick up after 6 PM which allows us to get any last minute packages out, better servicing our customers.

Previously UPS was picking up at 3:30 PM. The CD Management Team and UPS Management has worked together so we can provide the highest level of service to our customers.

We have also had a very large increase in Riverbend Home traffic since they teamed up with Amazon.com, so we have been transferring a lot of material up to them.

CD Sales has also been keeping us busy with all the Kitchen and Bath Centers we do business with, and all of the Dot Coms. It seems February and March are no longer the “slow” times here at Central Distribution. We have also seen a huge volume of counter traffic and customer pick ups.

UPS has replaced our long time representative Carolyn with the Rep from Bedford, Kevin Chiarizio. Although we will miss Carolyn as she always did an awesome job, I’m sure Kevin will continue the first rate service we have come to expect from UPS.

### Split Shift Receiving

The split shift receiving crew is fully staffed once again as we have brought Chris Biron on board from second shift. The team consists of the Supervisor and eight receivers.

Increased vendor activity has been keeping us busy both for Branches and for Central Distribution purchase orders.

The MRB portion of the CIP program, and working with vendors, has made the receiving process easier and more efficient when unloading CD trucks. The packing lists are easily accessible, the material scans properly, and put away is much easier. Large vendors such as Amtrol communicating the size of loads on a weekly basis also helps us plan accordingly.

Branches have been sending back all of their “customer canceled material” so branch returns have been keeping everyone busy. The process has gone rather smoothly because Management has been keeping an eye on the ebb and flow, putting the brakes on when it becomes overwhelming. The branches have been cooperating for the most part, and we have seen few problems which helps us stay on top of the situation.

*The CD Split Shift Receiving Team*





## 2014 Fleet Drivers Meeting Held at CD



*Sgt. William Burke, NH State Police DOT Division*

On Wednesday February 12, 2014 CD Fleet held their 2014 Fleet Drivers Meeting at the Central Distribution facility in Amherst, NH.

The meeting was attended by the CD Fleet truck drivers, Senior CD Management, Ruth Martin, Vice President of Human Resources, and special guest Sgt. William Burke of the New Hampshire State Police/Department of Transportation Division (DOT).

CD Fleet Supervisor David Balch facilitated the meeting and began by giving a State of the Fleet Overview with highlights from 2013. David then gave a preview of what is coming for 2014. After a short question and answer period the floor was given to Sgt. Burke.

Sgt. Burke talked about the mission of the DOT in New Hampshire and throughout the Northeast. He explained what the DOT looks for out on the road and how they prevent serious accidents and injury through tough regulations and inspections. Sgt. Burke explained what happens at a DOT checkpoint and reviewed with our staff what each inspection entails and how they are conducted. He explained what our drivers need to do to operate safely.

Sgt. Burke held a lengthy question and answer with our drivers. Many of the questions focused on the proper way to transport hazardous materials, including the correct documentation and how to restrain these materials safely.

A major part of the meeting was devoted to reviewing the changes in the DOT laws and regulations that were introduced in 2013. Sgt. Burke was very informative and knowledgeable about these changes. He provided clear information including how the laws affect the type of transportation F.W. Webb provides.

Overall, the meeting was well received and was very informative.



*David Balch, CD Fleet Supervisor*



## 2013 Kartanos Award Winner

### Sharon Inza Receives Sixth Annual Kartanos Award



*Sharon Inza (center) receives the Sixth Annual Lothar Kartanos Memorial Sales Award. Also pictured: Ernie Coutermarsh, Webb's Senior Vice President for Industrial Sales (left) and Jeff Thompson, General Manager, F.W. Webb Methuen, MA.*

The prestigious 2013 *Lothar Kartanos Memorial Award* for outstanding sales performance was presented in February to Sharon Inza of the Methuen, MA Branch. F.W. Webb presents this award each year to the industrial sales person who has best exemplified the excellence of Lothar Kartanos' legacy throughout the year.

Kartanos represented F.W. Webb for almost 25 years in the industrial marketplace, earning respect in an industry he loved. He spent a lifetime working with Webb sales people and customers at paper mills, power plants, chemical plants, colleges, hospitals and manufacturing sites. He loved walking the customer's process, from the pumps and piping to the process control and automation. "Lothar truly made a difference," noted Ernie Coutermarsh, Webb's Senior Vice President for Industrial Sales.

Previous recipients of the award are  
Devon Craig, Williston, VT;  
Steve Perkins, Syracuse, NY;  
Daryl Schoellkopf, Winslow, ME;  
Chuck Osborne, Bangor, ME and  
Gordon Bailey, Dover, NH.

## Beyond the Industrial Line Card

*Continued from page 1*

### **“Bio-Pharm does whatever it takes to satisfy the customer.”**

The Bio-Pharm team specializes in High Purity Process (aka Sanitary Process), which refers to an enterprise, such as food and beverage production or pharmaceuticals, that requires very specific products, systems and assemblies appropriate to their particular markets.

Alfa Laval is the premier name in sanitary processing pumps and equipment. As an authorized Alfa Laval Supercenter, Webb’s Bio-Pharm team can size and repair “clean” pumps, which saves customers time in an industry where downtime can be disastrous. “We can turn a quote around on a pump repair or a new pump application in one day as opposed to waiting for the factory support team which could take longer” says Matt Hancur, Pump Production Manager.



*“We can help other branches increase revenue and account penetration and expand their territories.”*

– Chris Sears, Bio-Pharm and Piping/Industrial Specialties

### **“Our Industrial Specialties business is a huge resource for all F.W. Webb branches.”**

“We take industrial products to the next level,” says Gary Rose, Product Manager. Gary serves two major functions. He oversees our industrial hydraulic hose operation and also serves as a roving technical expert, helping our sales force and customers throughout the company understand new products and technologies.

Gary spends about 90% of his time riding with Webb branch personnel to add products and value to the customer’s overall solution. “We work with highly technical products such as Resistoflex, Xomox, Strahman, and Transair, to name a few,” he says. “We provide help for these industrial products and technologies and pass the sales and profits on to the branch.”

*Industrial PVF Sales Team*

The hose team has the capability to cut, crimp and test custom hose assemblies right in Cranston based on a customer’s specific application criteria. In fact, they fabricate the LP gas assemblies for Webb’s Propane and LP Gas Division and other Webb branches as well.

Chris Sears tells us there is enormous untapped potential for the products and services supplied by his divisions throughout Webb’s growing territory. “We want other Webb branches to use us as a resource on a High Purity or Piping Products application,” he says. “We can help them increase their revenue and account penetration and expand their territories.”

### **“Where there’s PVF, there’s usually a pump attached.”**

Applications served by our Commercial and Industrial Pumps Division may include amusement parks, hotels, hospitals and universities. In addition, they provide highly specialized products that serve specific functions in facilities such as chemical treatment plants. Pumps for residential and smaller commercial establishments are provided by the Water Systems Division.



*“Our pumps boost water to the very top of the Sheraton in Boston.”*

– Brian Clark, Commercial & Industrial Pumps

“Pumps have their own technology,” notes Brian Clark, General Manager. “We need to be able to define what a particular pump needs in order to operate properly. It’s not just about the part number.”

*Continued on page 6*



## Beyond the Industrial Line Card

*Continued from page 5*

### “Customers call Industrial PVF for specialized assistance.”

When Webb purchased INSCO International Supply in Lincoln, RI in 1998, our Industrial PVF group was born. The operation moved to Cranston in 2000. “We have a highly specialized sales team with about 180 combined years of experience,” says Ted Brian. “When we bought INSCO, their revenue was about \$5 million per year. Now our revenue is \$18-20 million per year.”



*“All of the groups in Cranston complement one another.”*

— Ted Brian, Industrial PVF

The Industrial PVF team works closely with Webb’s nearby Warwick, RI branch to fully serve customers across the trade/ industrial spectrum. “It’s a unique situation, where two branches [Cranston and Warwick] may handle one account,” explains Ted. “For example, Warwick will supply the HVAC and heating equipment for a customer while we do the PVF.”

### “We’re all one team.”

The teams in Cranston interact and collaborate to produce customer solutions in what appears to be a seamless, informal manner. “We often coordinate bids and projects,” says Chris. “And every employee here is a key employee.”

Brian explains further: “Our outside sales teams work together constantly to further account penetration. The Bio-Pharm team will bring a Pump or Industrial PVF salesman into an application on the “dirty” (non-sanitary) side of an account. The Pump Division will bring Bio-Pharm and Industrial PVF in for the valves, piping and fittings to tie in pumps and systems. And Industrial PVF brings in Pumps and Bio-Pharm for sanitary applications in an industrial setting.”

Ted sums up. “All the salespeople here are well versed and knowledgeable about the products we all sell. We’re all one team.”

## Store Openings

### Frank Webb’s Bath Center to Open in Falmouth, MA



Chelsea Phillips  
Showroom Manager

Our new state-of-the-art facility in Falmouth, on Cape Cod, will be opening another set of doors within the next few weeks when a 3,100 sq. ft. Frank Webb’s Bath Center opens to the public.

Showroom Manager Chelsea Phillips graduated from Bay State College in Boston with a degree in

Business Management. She welcomes the opportunity to assist homeowners and contractors in the area.

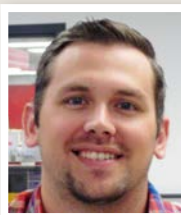
“They have been stopping by the store and asking about the showroom for months,” Chelsea says.

“I am anticipating that we will be very busy!”

For information please contact Falmouth Store Manager Greg Kelly at 774-255-4155.



### Webb Expands to Ninth State



Matt Bliven,  
Store Manager

The grand opening of our new Allentown, PA store next month will make F.W. Webb history by expanding our footprint to nine states. Even without that exciting footnote, Allentown is a great new location, introducing our broad selection of propane, plumbing, heating, HVAC and refrigeration

equipment and supplies to a new community of contractors. The 64,000 sq. ft. facility showcases Webb’s signature open concept store layout.

In addition to products and supplies, our team of experts led by Store Manager Matt Bliven (see [Pipeline Volume 7](#)) will provide customers with problem solving and support. The store also features free industry training in the 40-person conference room.

Plan to visit the Allentown facility at 1665 East Race Street, Allentown, PA (next to Lehigh Valley International Airport).



## F.W. Webb Launches Training in New Markets

by Ted Haley, Sales Manager, High Purity Process Division and Chris Sears, GM, Webb Bio-Pharm, Cranston, RI

F.W. Webb Company has demonstrated a solid commitment to growth in the Food & Beverage, Personal Care, and



Nutraceutical industries. On February 26 we launched a focused training effort with more than 20 Account Managers in attendance at our new Springfield, MA facility.

Industry Expert John Murphy from the

Dolphin 8 Company led the training, introducing industry specific language and regulatory concerns and explaining how manufacturers can benefit from the services and capabilities of the F. W. Webb Company.

John also covered a detailed review of a typical dairy plant design, highlighting where we can “Improve the Process” to help us understand what the customer needs to keep their process systems running. Understanding the language nuances across a multifaceted industry is critical to our success.

John’s presentation was a refreshing step forward, helping our team recognize how to impact the customer’s bottom line by ultimately reducing their “Net cost per unit sold”.

Francis Maheno of Spirax Sarco followed with a market specific presentation: “How to Maximize Efficiencies in the Steam System”. Ted Haley introduced our new line of Mixing and Blending equipment through Fusion Fluid. Webb offers mixing solutions for top, side and bottom mount mixers including fully automated turnkey systems.

Chris Sears, Ted Haley, and Christine McVey ended with an open discussion to pull the group together, using a Team Cross Selling Strategy and Support Structure to get us started. A market focus takes the cooperation of all our disciplines to ensure the customer has access across all of our Industrial Specialty Divisions.

The entire effort was an example of F. W. Webb’s commitment to deliver and maintain the highest level of expertise in the Northeast. We would like to thank Ernie Coutermarsh, Mike Leander, Frank Angeloro, and Gary Rose for their valuable support.

## Ice Fishing on Lake Champlain

by Bryan Tatro, Operations Manager, Williston, VT

The Williston Branch has encouraged employees to create ways to involve fellow staff members in team focused activities which reflect positive results within our store. Recently Kevin Lusignan, Inside Sales put together a fun morning of ice fishing on Vermont’s very own Lake Champlain, enjoyed by seven members of our staff.

Thanks to Kevin for putting together this event. We look forward to many more ventures in the future as our team grows ever stronger!

More photos on page 12.

*Bryan Tatro, OM of Williston, VT has the largest catch of the day and his first Northern Pike ever pulled through the ice of Lake Champlain at about 26”.*

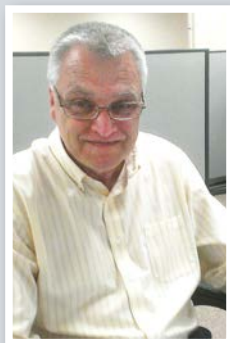


*(Left to right) Darrell Read, Ed Ryan Jr, and Sam Fox addressing a “Tip Up” flag which was tripped by a fish we ultimately lost due to “a bad piece of bait” (Darrell lost the fish).*



*(Left to right) Ed Ryan, Jr, Warehouse; Ed Ryan, Sr, Driver; Sam Fox, Warehouse; Rick Cota, Receiving; Darrell Real, GM; Kevin Lusignan, Webb Air Sales; and Bryan Tatro.*

## Webb Spotlight



**Tim Brock**

### Webb Vitals:

- **How long you've worked for F.W. Webb/Bergen:**  
In August, I will have been at Bergen for 37 years.
- **Your role:**  
I was Warehouse Manager for the better part of 25 years and am now doing Inside Sales.
- **F.W. Webb location where you work:**  
Bergen Industrial Supply, Elmwood Park, New Jersey



### Describe yourself in three words or less.

Stubborn, competitive, trustworthy.

### What is your most prized possession?

My family, wife Lissa and daughters Christine and Kate.

### Tell us something about yourself that would surprise us.

I played college football at Duke University. I played in such places as the Orange Bowl and the LA Coliseum.

### What are your hobbies?

I enjoy playing golf, following my daughter's college volleyball team and all local sports teams. "Let's Go Yankees!"

### Fill in the blank: "I can't go a day without..."

A Yankees, Giants football, Ranger hockey or Duke basketball game.



## First Annual HVAC Dealer Meeting at Foxwoods

by Joe Fernandez, VP, HVAC/R

On February 27, 2014, almost 300 F.W. Webb executives, sales managers and other decision-makers in the HVAC, Refrigeration and Controls industries attended our first annual HVAC Dealer Meeting at Foxwoods MGM Hotel and Casino in Ledyard, CT.



*John Provencal, SVP Plumbing and Heating speaks with a customer.*



*Vendors displaying their products.*

The meeting was a great success and all those who attended were delighted with the information they received on the newest products and marketing programs, as well as updates on industry related changes in their markets.

The day started with lunch, followed by breakout presentations from York, Daikin, Johnson Controls, Honeywell, Honeywell Genetron, Hoshizaki and HeatCraft, and a table top exhibit. After dinner, a closing presentation was delivered by our keynote speaker, Talbot Gee, Vice President and COO of HARDI (Heating, Air Conditioning & Refrigeration Distributors International). Many attendees stayed overnight, which allowed for time

to enjoy the diverse entertainments provided by Foxwoods. The event was touted as "one the best dealer meetings ever" and we expect our second annual HVACR & Controls meeting in 2015 will be even better.

*Chuck Fiorino, Product Manager, Refrigeration and Scott Brown, General Manager, Waterbury, CT*







This month Frank Webb's Bath Centers are meeting the demand for environmentally friendly products with some great Earth Month promotions.

**April is Earth Month**

Ask us about these specially-priced water-efficient products!

TOTO®	
<b>Drake II 1 Gallon Toilet</b> Elongated front, white, seat included Save up to 13,000 gallons of water annually <b>\$299<sup>00</sup></b> In April	<b>2.0 GPM 5-Function Showerhead</b> Chrome Save up to 2,900 gallons of water annually <b>\$26<sup>00</sup></b> In April

**Frank Webb's BATH CENTER**  
Your FW Webb Showroom

## Did You Know...

The average American uses **700 gallons** of water per week and **75%** of indoor water usage is in the bathroom.

1. Turning off the water while brushing your teeth can save up to **50 gallons** per week.
2. Fixing a leaky bathroom faucet can save up to **140 gallons** per week.
3. Installing a water-efficient showerhead can save up to **170 gallons** per week.

Do all three...and save up to **360 gallons** per week!



## RiverbendHomeBlog

### How Much Does Lighting Cost?

by Casey Makovich, Copywriter, Riverbend Home

LED  
avg life = 25,000 hrs  
(9.8 watts)



**\$10.98**  
/bulb

CFL  
avg life = 10,000 hrs  
(13 watts)



**\$1.66**  
/bulb

Incandescent  
avg life = 2,000 hrs  
(60 watts)



**\$1.36**  
/bulb

**Cost of bulbs bought over 2.85 years:**  
(25,000 hours of continuous use)



1 bulb =  
**\$10.98**



2.5 bulbs =  
**\$4.15**



12.5 bulbs =  
**\$17.00**

**Cost of electricity by bulb type:**  
(based on the 2013 national average cost of  
\$0.12 per 1 kilowatt hour of electricity)



9.8 watts  
**\$29.40**



13 watts  
**\$39.00**



60 watts  
**\$180.00**

**Total Cost**  
(bulbs plus electricity)



LED  
**\$40.38**  
per 25,000 hrs



CFL  
**\$43.15**  
per 25,000 hrs



Incandescent  
**\$197.00**  
per 25,000 hrs

[Click to read more Riverbend Home blog posts.](#)



## WEBB CELEBRITY

# LOOK-ALIKE



**Curt Schilling**  
Former Boston Red Sox Pitcher



**Mike DiPirro**  
Credit Analyst, Bedford, MA

Submit your nomination for a Webb Employee Celebrity Look-Alike and if chosen, both of you will win a pair of Loew's movie tickets.

Send your nomination to [pipeline@fwwebb.com](mailto:pipeline@fwwebb.com) for the June Pipeline Celebrity Look-Alike Contest.



### 2014 Expo Schedule:

<b>Vermont Expo</b>	Thursday, May 1st B.O.R Arena Barre, VT
<b>The Big Show</b>	Wednesday, June 4th Propane and Natural Gas Expo Hartford, CT
<b>Maine Expo</b>	Thursday, June 19th Augusta Civic Center Augusta, ME
<b>New Hampshire Expo</b>	Thursday, September 4th New Hampshire Motor Speedway, Loudon, NH
<b>New York Expo</b>	Thursday, September 18th New York Customer Appreciation Expo Michael's Banquet House Latham, NY

## St Patrick's Day



*John Pelich, Inside Sales,  
Haverhill, MA*



*Stacey Perras,  
Office Admin,  
Bedford, MA*



*John Funeaux and Katrina  
Arsenault, Counter Sales,  
Haverhill, MA*



*(Left to right) Amanda Garner, Kayla  
Galineau and Crystal Stairs, Bedford, MA*



*Carol Morris, Data Research  
Analyst, Bedford, MA*



*(Left to right) Steve Wayne,  
Ben Kniaz, Bedford, MA*



*(Left to right) Melissa Millard,  
Tracey Hudspath, Wendy Adams,  
Rita Carrk, and Tori Carrk, Albany, NY*



## People On The Move



**Ted Haley** is now F.W. Webb's Sales Manager for the High Purity Division, which includes Webb Bio-Pharm, Bergen Industrial, and the new Food & Beverage initiative.

Ted's new role will include calling on his existing key customer relationships within the Webb Bio-Pharm space as well providing Bergen Industrial with training and support for the New Jersey/Pennsylvania territory. Ted has been a key member of the Webb Bio-Pharm team for the past 12 years.



Frank Webb's Bath Centers welcomes Showroom Sales Manager **Suzanne Brady**. Prior to joining Webb, Suzanne was at The Bright Group, a US based luxury furniture

manufacturer, and McGraw-Hill Construction Information Group. Suzanne has degrees in Architecture and Interiors. She looks forward to working with our talented Showroom teams and GMs to drive new business opportunities and increase market penetration.



**John Bonnette** joins F.W. Webb as the new Store Manager in St. Albans, VT after 20 years as the Vice President of Sales for Bonnette Supply Co., Inc. A 1993 graduate of Saint Michael's

College, John brings experience in the plumbing and heating market as well as a vast knowledge of the local contractor and retail market. His additional background and expertise in Journalism and Public Relations brings added value to Webb's St. Albans location.



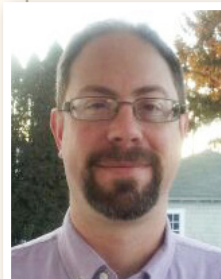
Congratulations to **John Kowalczyk**, new Account Manager for the Process Controls Division (formerly Webb Kentrol/Sevco). John comes to F.W. Webb with 30+ years of

industrial sales experience. He will be working the Western New York territory based out of the Cazenovia, NY branch.



**Robert "Bob" Lee** also joins the Process Controls Division team as a Sales Engineer in the Greater Rochester, NY region, based in Pittsford, NY. Bob has a BS

degree in Business Administration as well as over 25 years of technical sales experience, the last 12 selling a diverse mix of industrial test, measurement and calibration products and solutions.



The Process Controls Division also welcomes **Mark Braatz** as Account Manager in the life sciences sector. Mark, who will be based in the Bellingham, MA branch, brings

15 years of experience in the industrial, mechanical, OEM, and biotech markets. He will work closely with the team promoting the Endress+Hauser line to new and existing customers.

## More People On The Move

- **Sean Mannion:** Counter to Inside Sales in Nashua, NH
- **Luke Trudeau:** Warehouse to Inventory Control Clerk in Warwick, RI
- **Andrey Yurovsky:** Counter to Inside Sales in Springfield, MA
- **Chris Souza:** Warehouse to Counter in Hyannis, MA
- **Jeff Driscoll:** Warehouse to Counter in Falmouth, MA
- **Pat Devine:** Inside Sales to Outside Sales in Hyannis, MA
- **Mark Taylor:** Inside Sales to Outside Sales in Woburn, MA
- **Robert Wheaton:** Counter to Inside Sales Trainee in Bellingham, MA
- **Brad Hastings:** Warehouse to Counter in Bellingham, MA



Good luck to the  
**Boston Red Sox**

in their Home Opener  
against the Milwaukee Brewers!





## Webb Cam

To celebrate Red Sox Opening Day 2014, let's take a look back at our winning 2013 season.

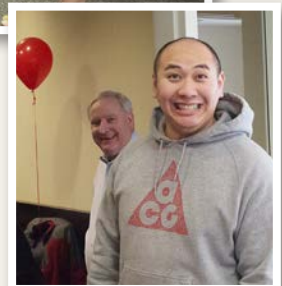
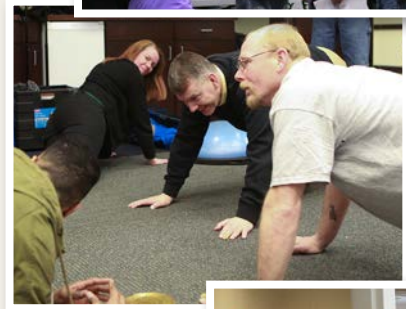
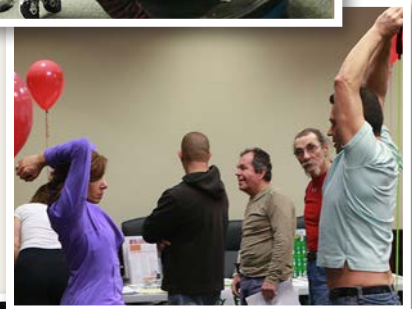


(Left to right) Darrell Read, GM of Williston clearing slush from the freshly drilled holes in the ice, Ed Ryan (Driver) watching our bait sled being pulled by Kevin Lusignan (Webb Air sales) assuring nothing tips over.

Springfield, MA facility experienced some cabin fever willing spring to come.



CD Health Fair, Amherst, NH



Ratana Khan  
Shipping CD

## New Bedford Sends "One of Our Own" to Active Duty

Good Afternoon,

This is to let everyone know that one of our own here in New Bedford will be deploying with the MA Air National Guard (212th Communication Unit) doing jobs for the Air Force bases over "in country".

Larry Santos has worked for F.W. Webb for 14 yrs+. He started up in Portland, Maine (now South Portland), then transferred to Dedham, MA and finally landed here in New Bedford. He will be gone for around 7 months.

His last day at work will be Thursday, March 20th. On Friday, March 21st there will be a Unit farewell in Otis for the families and state and local representatives to say goodbye.

Please reach out and wish him a safe return.

From Larry, Kaleen and myself, the F.W. Webb company has been so supportive through all our deployments and we thank you with all our hearts.

Kathy Santos  
Accounts Payable, New Bedford, MA



## April & May 2014

### Anniversaries

#### 5 Years

Matt Bliven – Allentown, PA  
William Cappella – Nashua, NH  
Kevin Bickford – Kennebec, Winslow, ME  
Paul Vittozzi – Dover, NH

#### 10 Years

Pamela Walkiewicz – Hyannis, MA  
David Jacovino – Waterbury, CT  
Diane Duncan – Manchester, NH  
John Jannetti – Corporate, Bedford, MA  
Michael Shipman – Utica, NY  
Doug Machain – CD, Amherst, NH  
Lee Roberts – Augusta, ME  
Richie Khuu – Pipe Shop, Canton, MA  
Raymond Sirois Methuen, MA  
David Bruno – Exeter, NH  
Michael J. Kennedy – Springfield, MA

#### 15 Years

Lloyd Radley – Albany, NY  
Christopher Buchinsky – Springfield, MA  
David Randall – Bangor, ME  
Rhonda Winter – Corporate, Bedford, MA  
Jen Corkery – Corporate, Bedford, MA  
Karl Davidson – Hyannis, MA

#### 20 Years

Terry Cota – St. Johnsbury, VT  
Elaine Graboski – Corporate, Bedford, MA  
Keith Stanford – Lebanon, NH  
Kevin Downing – Concord, NH

#### 25 Years

Dale Waning – Bangor, ME

#### 30 Years

Warren Grant – Bangor, ME  
Raymond Evans – Albany, NY

### Retirement

Michael Johnson – Outside Sales, Syracuse, NY

### Births

Zachary Keith Checchie, born 2/13/14  
Son of John & Katie Checchie  
Corporate, Bedford, MA

Dylan Bifano, born 2/13/14  
Son of Mike and Kelly Bifano,  
Ballston Spa, NY

Nora Cathleen Pope, born 3/23/14  
Daughter of Jason and Diana Pope,  
Nashua, NH

## Webb's Iconic Truck in New Commercial



(Left to right) Fleet supervisor David Balch and driver, Jim Phannenstiel stand next to Jim's tractor trailer during a truck shoot for F.W. Webb's new commercial.

A big thanks to CD, David and Jim!