



Volume 44 – Summer 2021

# Pipeline

The F.W. Webb Employee Newsletter

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See page 13 for more  
Webb Cam photos.



This summer we opened our third wholesale store in New York City. The new West Harlem location on 12th Ave features a special mural done by a legendary New York-based graffiti group. Learn more on page 3.

## THE SCOOP

by Bob Mucciarone



As we had suspected, the results for the 2021 sales/profit year to-date are very good. There are many reasons for this – the amount of cash in the economy, pent up demand – and of course – our superior customer service. As we enter the heating season, we expect our sales to continue on the same trajectory. We believe that 2021 will turn out to be a great year, but we need all of you to keep delivering the outstanding customer service that sets us apart from our competitors.

Looking forward into 2022, we have concerns for the middle of the year. Inflation, excess spending by the government and the potential for higher taxes and interest rates could spell an economic slowdown. If this happens, F.W. Webb is positioned to endure any challenges because of our diversity in disciplines.

We are currently putting the finishing touches on an acquisition we hope to be announcing soon. It may even be announced by the time you see this. In any event, we are excited about this one because it will increase our footprint in New York and help some of our vendors expand theirs also.

*Continued on page 2*



## THE SCOOP

by Bob Mucciarone

*Continued from page 2*

We are exploring new locations, additions to existing buildings and replacements for any existing buildings that have become outdated. As we have grown with more product lines and disciplines, we are finding that we have outgrown buildings that were perfectly suitable for us 20-25 years ago.

I'd also like to give a shout out to our employees at our Manhattan location. As a fun fact, the branch is a total of 7,000 sq. ft. and they did over one million in sales in August. The amount of material the Manhattan team moves and how they move it to get product to our customers is truly remarkable.

On the COVID front, we still think the worst is behind us. Most underestimate how much natural immunity is present.

That along with vaccination will go a long way to at least curbing the spread. As I have said, we all should expect COVID to be around for the foreseeable future, but with more and more immunity, I believe that the cases will not be as serious. The key is to limit hospitalizations and deaths. We are doing that now even with the Delta variant. As I write this, the FDA gave final approval for the Pfizer vaccine, which should help some people feel better about getting it. We continue not to require vaccinations, even though we highly recommend that if you are not vaccinated, you do so. It is for your own health and those around you.

*Finally, we are excited about where F.W. Webb is headed. The future is bright and we really do feel we have the best employees in the industry. We would not be as successful without all of you.*

## New West Babylon Location Increases Our Presence on Long Island

We have opened a new location in West Babylon, New York. It's our third wholesale store on Long Island but the largest at 60,000 square feet. The counter store will serve local contractors with plumbing, heating, HVAC/R, PVF and Liquid Propane (LP) gas inventory, as well as fire protection fabrication services.

The fabrication shop features state-of-the-art automated technology to increase welding capabilities. It is our first fire protection fabrication shop in the area and expands our current fabrication services in Canton, MA.

"There is a lot of untapped opportunity in the commercial fire protection industry within Long Island. We look forward to partnering with this new customer base and continuing to grow our brand in the area," said Jeff Pope, F.W. Webb President.

We also have plumbing, heating and HVAC counter stores nearby in Centereach and Riverhead, New York. West Babylon can support these locations with inventory replenishment, deliveries and fully-equipped service trucks.



"We are excited to support our Long Island customers with more product, sales support and technical expertise," said Scott Brown, F.W. Webb General Manager. "It's also important for us to provide customer service and an atmosphere with a small-family feel. For us, that's as simple as making it easy for a customer to call and speak with someone at their local branch or responding to an emergency situation outside of business hours."



## F.W. Webb Now in West Harlem

*The Location Features a Mural by Legendary Graffiti Group*

In June, we opened a new wholesale store in West Harlem, New York. It stocks plumbing, heating, PVF and commercial water heater products and supplies for commercial and residential contractors. In addition, the space includes a private parking lot and a 15,000 square foot pipe yard that is stocked with enough cast iron to supply a high-rise building.



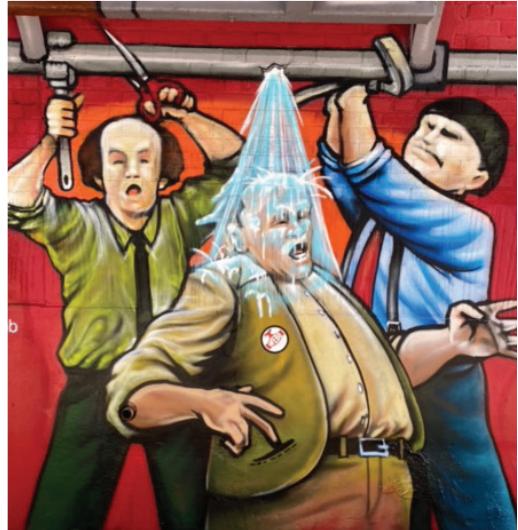
To celebrate the local community, which is known for its street art and home to the Graffiti Hall of Fame, we commissioned local graffiti artists Tats Cru to create a mural that spans three sides of the building.

The three-wall mural was completed in August. It visually represents F.W. Webb with images of plumbing and heating fixtures and PVF. It also highlights some of the brands that the location stocks.

The largest mural is 100' x 25' and appears on the back wall of the F.W. Webb building. It faces the Henry Hudson Parkway and also sits in front of the Amtrak commuter rail train tracks. The adjacent wall pays special homage to the community. It features a colorful and vibrant mural that spells out Harlem in large white lettering.

"The mural truly celebrates the community and will help us increase our brand awareness in the area. Every day, 120,000 cars drive past our store and will see the mural from the Henry Hudson Parkway," said James Turbide, NYC General Manager.

Muralists Tats Cru is well known in the area and they have worked on major memorial murals throughout the city. They also have received national recognition and done work with large corporations like Coca-Cola and Sony, and big-names within the music industry, including Missy Elliott, Metallica, Jennifer Lopez and many more.





## Mural Unveiling Event

On August 25, we held a special mural unveiling event at our West Harlem location with 60 attendees that included our leadership team, customers and vendors from American Standard, Milwaukee Tool, NIBCO, Charlotte Pipe, Victaulic and Husky. They saw the artwork, toured the building and met with the talented artists. Afterwards, attendees celebrated with a cocktail reception across the street on the water.

"F.W. Webb's vendors were very excited to see the artwork in-person and their products on the shelf. The energy was contagious – both from attendees and onlookers," said Nan the Nurse, who helped spearhead the project. "We could see the mural facing the Henry Hudson Parkway from the cocktail reception, and even then, we were amazed by all the traffic that drives past it. You really can't miss it!"



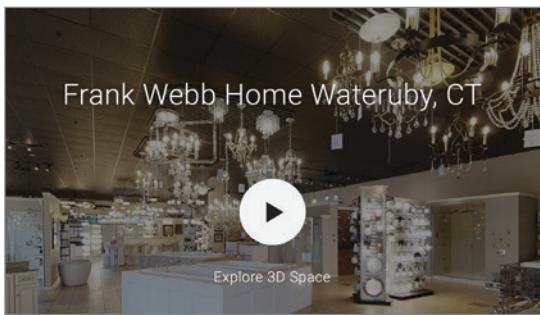


**"The new website will help us take our customer experience to the next level. I'm excited to see the impact it will have on our showroom business."**

**Bob Gordineer**  
Director of Showroom Sales

Schedule a consultation

Create wishlists for various projects



Virtual tours

## Frank Webb Home Launches New and Improved Website

We have launched a new [frankwebb.com](http://frankwebb.com) designed to drive potential customers to our locations and highlight the wide breath of product available at our showrooms. It also gives visitors a more interactive experience with a number of new features:

- Schedule an appointment online
- View product and pricing
- Compare products side-by-side
- Create wishlists
- See if a particular product is on display at a local showroom
- Take a virtual tour of any of our locations
- Contact a showroom

Most importantly, the website will be a lead generation tool for us. As customers sign-up for accounts, we can use that information to build more comprehensive prospect lists. This will allow us to nurture relationships with prospects that are early in their buying journey and stay in contact with them after their project is complete to ensure we remain their preferred kitchen and bath showroom.

In addition, the wishlists will be used to build quotes and can help customers and showroom consultants have more informed conversations. As part of the virtual showroom tours, preferred partner brands and key showroom features will be highlighted throughout.

"The new website will help us take our customer experience to the next level. I'm excited to see the impact it will have on our showroom business," said Bob Gordineer, Director of Showroom Sales.



## F.W. Webb Named a Distributor of McElroy Fusion Equipment

We are excited to share that we are now selling, renting and servicing McElroy fusion equipment as a certified distributor. The full line of McElroy fusion equipment is available across our F.W. Webb footprint and our Springfield, MA branch will serve as the main hub. McElroy is the industry's leading global manufacturer of fusion tools for Polyethylene (PE) and polypropylene (PPR) piping.

"McElroy is a respected and recognized name in the industry that will help further elevate our thermoplastic portfolio. Waterworks, Natural Gas, Mechanical Contractors and Industrial PE/PPR customers prefer to buy pipe and fittings from the distributor that sells and services their equipment. It's an emerging market with tremendous potential and we look forward to playing an integral role in its development," said Mike Leander, Director of Industrial Sales, F.W. Webb.

The McElroy fusion portfolio includes their popular Acrobat™, Pit Bull®, TracStar® and MegaMc® lines designed for underground, construction, mechanical, HVAC and plumbing applications that involve PE and PPR piping. The fusion equipment works by using controlled heat and pressure to join pipe and fittings together with a precise weld bead to ensure a leak free system.

"This is a very exciting time for McElroy. Not only are we expanding our footprint in the Northeast with F.W. Webb Company; we are working with a team that shares our passion about the pipe fusion industry," said Chip McElroy, President, McElroy. "We look forward to working closely with them to grow the fusible thermoplastic market."

We offer the largest selection of Thermoplastic piping in the Northeast and are a premiere distributor of NIRON PP-RCT pipe, fittings and supplies, an innovative polypropylene, pressure piping system that can be installed in place of copper and steel. In addition, we have a comprehensive PE and high-density polyethylene (HDPE) piping portfolio, which consists of top brand names such as Georg Fischer Central Plastics, Performance Pipe and Charter Plastics.

*To learn more about the Fusion Program please contact John Dodge, Thermoplastics Manager at [jmd@fwwebb.com](mailto:jmd@fwwebb.com).*

### Why Use Fused Pipe?

*Heat-fused thermoplastic pipe has numerous benefits over traditional piping systems:*

#### ► Seamless

Fused thermoplastic pipes create a monolithic pipeline with less mechanical transitions, meaning less opportunity for leaks.

#### ► Longer Lifespan

Thermoplastic pipes, like HDPE, are expected to last up to 100 years – saving maintenance costs.

#### ► Cost Effective

Heat-fused pipelines create leak-free systems, reduce maintenance or repair needs and conserve resources.

#### ► Corrosion Resistant

Thermoplastic pipes don't rust or corrode and are resistant to chemical abrasion.

#### ► Tough

Thermoplastic pipes can withstand common damages, vibrations and pressure surges.



Our industrial sales crew under McElroy's Talon fusion machine. It's the world's largest plastic pipe welding tool.



# WEBB Rewards

 Program Update

On June 25, the 2020/2021 program came to an end and we are glad to share that nearly 400 customers earned a trip. In the coming months, we will start booking their travel to Mexico, which will take place Q1 2022.

## Important Reminders for Customers:

- With the open enrollment period now open, customers have until September 30 to sign up for the trip program.
- Whether a new or existing Webb Rewards member, please remind your customers that they **must complete** the open enrollment to participate in one of the trips, otherwise they will default to the catalog.

## New Program June 26, 2021–December 31, 2022

For those who didn't achieve a trip, there is plenty of time to earn the next one. The new program launched June 26, 2021 and will run on an 18-month schedule until December 31, 2022. We have two new excellent trip options and as always, the catalog option.

### 8 Days/7 Nights in Punta Cana



Paradisus Palma Real Golf & Spa Resort  
Punta Cana, Dominican Republic  
January 21 – 28, 2023 • All Inclusive

540,000 Points

### 5 Days/4 Nights In Montego Bay



Hilton Rose Hall Resort & Spa  
Montego Bay, Jamaica  
March 18–22 or March 22–26, 2023 • All Inclusive

335,000 Points



Registration and official rules can always be found at [fwwebbrepairs.com](http://fwwebbrepairs.com).



## Second Hydronics Truck Hits the Road

Three years ago, we introduced the Hydronics Mobile Training Station. It has been such a success that we have launched a second one to meet customer demand. It includes even more boiler brands than before and QR codes so contractors can easily access product details and specification sheets.

Both offer hands-on training on the latest industry-leading condensing and noncondensing heating products. Training topics include radiant heat and snowmelt technology, boiler sizing and selection, water quality and treatment and combustion analysis.

“The Hydronics Mobile Training Stations provide hands-on training unlike anything else. Customers can take the boilers apart, put them together and service them in a working application,” said Mike DelConte, Director of Heating and LP Gas Sales.

They are available to travel to Webb branches, contractor locations and trade shows across our footprint. To request a truck for your customer or at your location, contact Todd Hallock, Ryan Buniewski or Mike DelConte.

### Truck #1 Boilers:

- |                                   |                             |
|-----------------------------------|-----------------------------|
| • Burnham Alta Combi              | • Lochinvar Noble Wall Hung |
| • Ideal Exalt Combi               | • TRIO Cast Iron Boiler     |
| • Lochinvar Knight Floor Standing |                             |

### Truck #2 Boilers:

- |   |  |
|---|--|
| • Bradford White Brute Wall Hung Boiler | • Lochinvar Noble Condensing Boiler      |
| • Burnham Alta Wall Hung Combi          | • Navien NFC Fire Tube Condensing Boiler |
| • HTP Elite Ultra Combi                 | • Weil-McLain Eco-Tec Combi              |
| • Ideal Exalt Combi                     |  |



## Gloucester Showroom Gets Award Nomination

Frank Webb Home in Gloucester, MA was nominated as part of Northshore Home Magazine's sixth annual Best of Northshore Home Awards. The awards, which are dedicated to all things hearth and home, highlight both Editors' and Readers' choice across nine categories. Nominees include only local organizations and locally owned franchises. Our showroom received a nomination in both the "Bath Fixtures and Fittings" and "Kitchen Fixtures and Fittings" categories. Winners will be named in the Fall issue of *Northshore Home*.



## Perfectly Paired: An Educational Evening with Frank Webb Home and AXOR

In July, Frank Webb Home teamed up with AXOR, a luxury brand of plumbing fixtures, to host an event in the Boston showroom. More than 20 members of the architect and design community attended the event, and enjoyed a guided wine and chocolate tasting ahead of a presentation by AXOR on their newest product lines.

The Boston showroom is one of 12 select customers across the country to become an AXOR destination showroom, featuring an exclusive state-of-the-art display that highlights the AXOR collections of faucets. They are proud to be the authority on AXOR in the Boston area.

"We couldn't have asked for a better event to engage with the design community. Having one of our key vendors there shows the influence our Frank Webb Home showrooms have in the industry," said Bob Gordineer, Director of Showrooms.

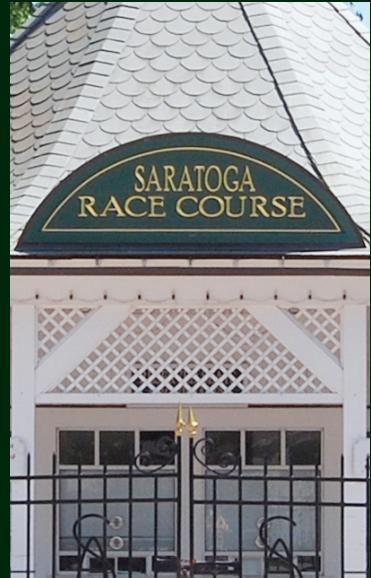
Frank Webb  
**HOME**<sup>®</sup>

BATH • KITCHEN • LIGHTING

**AXOR**



## Albany Celebrates Saratoga Opening Week with Customers



In July, our Albany, New York branch hosted customers during opening week at the Saratoga Race Course. This is one of the biggest summer events in the area and it was extra special since the tracks were closed last year due to COVID.



Over the course of four days, the Albany team hosted 150 customers in a private suite overlooking the tracks. Customers were split up into groups for each day. They ranged from one-man independent contractors to specifying engineers and principals at large companies. Topics on the agenda included an overview on F.W. Webb's commercial capabilities and other product and service offerings, as well as a meet and greet with Samsung HVAC leadership and technical support.

The last day was especially memorable because the team hosted a family day with more than a dozen customers and their young kids. The kids played while the parents networked, and some even set up future play dates.

It was a successful event that allowed the Albany branch to learn more about customers, their companies and the projects they are working on. Most importantly, the event also served as an opportunity to thank customers for their business.

**"We learned a lot about our customers and they learned more about our services and offerings. This was a terrific event that will have a lasting effect."**

**Mike Bifano  
General Manager**



## More Than Just Plastic

At our Thermoplastic Piping fabrication shop in Lowell, MA, experienced technicians fabricate a variety of large vessels, industrial tanks and custom skid systems that are sent to municipalities, food and beverage manufacturing plants and chemical processing facilities across the Northeast. They are often behind the scenes solutions. A cog in the machine, if you will, or a small piece of a bigger puzzle. However you like to describe it, there is no getting around the fact that they play an important role in the day-to-day operations of our infrastructure and manufacturing processes.

### Stormwater Separator

A perfect example of this is the stormwater separator the team recently fabricated per their customer's design. It is installed into concrete catch basins that are used in underground sewer systems to maintain proper drainage and catch debris found in rainwater. The stormwater separators assist in the capture of debris, sediments and other pollutants that enter the basins. Sewage systems are certainly not the flashiest topic, but they play an important role in protecting the local environment and drinking water supply.

### Sump Tank

The team also designed and fabricated a sump tank that was fitted and installed onto a cooling tower system for a food manufacturing plant. It replaced the plant's old, dilapidated sump tank and the team built it with more durable, stronger materials to ensure a longer lasting solution that won't leak. Since the plant's processing equipment is running 24/7, the sump tank and cooling tower work together to play an important role in the process. They keep the equipment cool and prevent failure due to overheating.

Let your customers know that the shop can fabricate just about anything from pipe headers, valves and balancing systems to round or square industrial tanks that are as large as 12 ft in diameter and 16 ft long. Additional projects the team has worked on include mixer tanks and industrial tanks for stormwater remediation, desalinization, pH neutralization and waste water and acid waste treatment.



A stormwater separator being installed into a catch basin.



The team designed and fabricated a new sump tank to replace the old equipment pictured above that was in jeopardy of leaking.



### Speeding Up Production

Tanks and large vessels are large projects that require multiple plastic sheets for assembly. The shop technicians used to cut and weld the sheets by hand, but they now have a new butt-welding machine (pictured to the left) to speed up the production time, increase weld accuracy and reduce material waste.



## Giving Back to Our Communities

Throughout the year, Webb branches and employees from MA to PA volunteer their time and donate materials to local causes in the communities where they work and live.

*Thank you to everyone who helps make a difference!*



### Helping Norm Rebuild

In June, our Webb colleague Norman Martineau sadly lost his home to a four-alarm fire. He is a counter associate in Bellingham, MA who has worked at F.W. Webb for almost 15 years. Despite this tragedy, he was back at work the same day taking care of customers. His co-workers describe him as, "the life of any room he is in," and have said, "Norm genuinely cares about everyone he comes across."

Left with little to no belongings, his co-workers Tom O'Grady, Rob Wheaton and Josh Forget in Bellingham set up a GoFundMe page to help Norm rebuild. Nearly 300 people, most of them Webb employees, contributed and helped raise more than \$33,000. Norm will use the funds on home furnishings, clothes and a home/apartment rental. He shared the following message to thank everyone for their generous support.

To my dear fellow Webb co-workers,

There are absolutely no words to express how grateful and moved I am to the outpouring of support you have shown me in the past week. Although the loss of my home to fire has been emotional it does not begin to compare to the emotions that have stirred in me in response to your generosity and caring.

This event has just reinforced to me what an amazing company Webb is, and that all of us blessed to be part of it are truly family. Again, THANK YOU from the very bottom of my heart.

Norman Martineau  
Bellingham



### Supporting the Trades

The Pennsylvania Petroleum Association recently expanded their technical education center (PPATEC) to include a greater focus on gas-fired hydronic equipment. Long known in the area for their excellence in training trade professionals of all levels, especially those new to the field, a number of companies stepped up to show their support with hydronics equipment donations. F.W. Webb is proud to be on their list of key supporters.



## A Rewarding Partnership Comes to Completion

At the beginning of the year, F.W. Webb got involved with an important cause. Our Hyannis, MA branch supplied the heating and cooling system for a vacation home dedicated to children fighting cancer. It's called Tommy's Place and it is meant to be a safe haven for these kids and their families who could use a break from treatment, doctor visits and hospital stays.

Tommy's place is a passion project for real estate developer, Tim O'Connell, who got the idea after making a donation for a vacation getaway to Tufts Children's Hospital and seeing the impact it had on a family firsthand. Inspired to help more children battling cancer, in 2018, he bought a 200-year-old historic Cape Cod inn and began renovations in 2020. Tim has been heavily relying on support from the community and donations from local businesses and trades to bring the project to life and convert the inn into a more modern, dream destination.

F.W. Webb supplied the Samsung Max Heat outdoor unit and related ductless mini splits. They are located throughout the house so guests can easily control the air conditioning and heating. When it was time for the system start-up, Paul Gens from our Hyannis, MA branch volunteered his time on a Saturday morning to help Northeastern Mechanical. They worked on the building's plumbing and heating and by the end of the project Northeastern Mechanical had volunteered over 600 hours.

Rob Lucci was also a major player from our Hyannis branch. He was involved with the project from the very beginning and connected Tommy's Place with local trades. "It has been quite an amazing project that I'll never forget. I'd like to send a big thank you to Jeff Pope for enabling us to get involved," Rob said.

Rob and his wife were so touched that they contributed on a personal level. They sponsored "Grifyn's Room" and helped supply the items needed to complete the design.



Samsung Max Heat outdoor unit installed at Tommy's Place



In theme with the kid's play room, the Samsung 360 cassette was painted to look like a UFO.

*Since the start of the project, Tim's goal was to open Tommy's Place in summer 2021. This proved to be difficult due to the pandemic and other construction challenges. However, thanks to his tenacity and everyone's efforts, Tommy's Place welcomed its first guests in July. There is still some work to be done, but it is now operational and ready for even more families to enjoy.*

### Grifyn's Room

Here is the room that Rob Lucci and his wife sponsored. It's named after the 8-year-old boy who inspired the idea behind Tommy's Place. Sadly, Grifyn lost his battle with cancer in 2007, but his memory will forever live on.

#### Before



#### After





## Webb Cam

### Events at Fenway Park

In July, select customers from our Woburn, Malden and Springfield, MA branches were invited to attend a batting practice at Fenway. Many made it a family event and brought their kids along.



Customers from our Malden and Gloucester, MA branches had fun playing softball at Fenway.

Our Brockton, MA Frank Webb Home showroom is moving to Bridgewater in the fall. Managers Jason Dionne and Jim Henderson are working hard to get the lighting center up and running!



In June, we donated Boston Red Sox tickets to the hard-working nurses at Boston Children's Hospital. Here is an ER nurse enjoying the game with her daughter.



### Polka Dot Fun



Yes, this was planned! Every now and then the team at our corporate office wears polka dots, a known favorite of Bob Mucciарone.



# Benefits and Wellness Check

## Open Enrollment September 1-17

This year, the medical, dental and vision open enrollment period will be Sept. 1-17. Your open enrollment packet has been sent in the mail. This is the one time per year that you can make changes to your benefits without a qualifying event. Please make sure to review your current benefit elections. If you are not making changes, there is nothing you need to do.

### Reminders:

- Be sure to complete the Tobacco Affidavit. It is a requirement of our medical plan. You can sign and submit it through Kronos (now called UKG) or a hard copy is available in your enrollment packet.
- Please note this is not open enrollment for Flexible Spending Accounts (FSAs). These run on a calendar year and you can make changes to this benefit at a later date.
- While you can make changes to your life insurance and 401K contributions anytime during the year, open enrollment is a good time to make sure you are sufficiently covered and that your beneficiaries are up to date.

### Questions?

Contact Cathy Thompson at [cath@fwwebb.com](mailto:cath@fwwebb.com) or 781-272-6600.



### Prediabetes: Your Chance to Prevent Type 2 Diabetes

More than 1 in 3 American adults have prediabetes and more than 84 percent of them don't know they have it.

Prediabetes is a health condition where blood sugar levels are higher than normal, but not high enough yet to be diagnosed as type 2 diabetes. If you have it, there are lifestyle changes you can make to prevent or delay type 2 diabetes and other serious health problems. These include losing a small amount of weight if you're overweight, getting regular physical activity and eating healthy.

### Risk Factors

It's important to talk to your doctor about getting your blood sugar tested if you have any of the risk factors for prediabetes, which include:

- Being overweight
- Being 45 years or older
- Having a parent or sibling with type 2 diabetes
- Being physically active less than 3 times a week
- Having gestational diabetes during pregnancy or giving birth to a baby who weighed more than 9 pounds
- Having polycystic ovary syndrome



Achieving a healthier lifestyle.

Cigna offers free preventive care visits and screenings. To find a list of Primary Care Providers go to [myCigna.com](http://myCigna.com) or contact them at 1-800-244-6224. For additional help, download the Cigna Wellbeing App. It offers health assessments, wellness coaches and more!



## Spotlight on Health



**Mike Best**, Inside Sales, Canton, MA, and his wife got a wake-up call back in the spring when she went for her annual physical exam and was diagnosed with prediabetes. They had both tried diet programs and workout routines in the past, but this diagnosis gave them the motivation they needed to start living a healthier lifestyle. Since then, Mike has lost over 30 pounds, he and his wife are exercising regularly and eating healthier.



Achieving a healthier lifestyle.



*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](mailto:nan@nanthenurse.com).*

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

A: My diet was so bad and activity level so low; I only needed some small changes to make a big difference. I cut down on carbs, soda and vending machine type foods and started taking my dogs out for neighborhood walks and hikes on local trails. With the warmer weather, it's been easier to just get outside and be more active, whether it be doing yardwork or playing golf. I'm also reading more nutrition labels now and making a lot of decisions based on those.

**Q: Why did you decide to make this change?**

A: It stemmed from a doctor's appointment my wife had. There wasn't a lot of positives that came from that, but mostly correctable with a better diet and exercise. It made me take a good look at my own situation and I wanted to support her new way of life.

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

A: I can now simultaneously tie my shoes and breathe, which is nice...haha. I'm sleeping better and my energy level is up. In general, I'm living a better life and much happier all around.

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

A: Just start and do something – anything. It will more than likely feel like a chore at first, but it will become routine in no time and you'll thank yourself for it.

## New York Dine with a Legend

Over the summer, F.W. Webb Manager, Bill Morea, and three lucky customers from Mamaroneck, NY had dinner with baseball Hall of Famer, Dwight Gooden, aka "Dr. K" and "Doc." He pitched from 1984 to 1994 and from 1996 to 2000 for the New York Mets, New York Yankees, Cleveland Indians, Houston Astros and Tampa Bay Devil Rays. Gooden spoke in depth about his 16-year career, especially the events on the day he threw his no hitter in 1996.





# Congratulations!

## On the Move



After learning the business through our Management Training Program, **David Bauchiero** is now the Pleasantville, NJ *Store Manager*. Originally from Connecticut, he went to Sacred Heart University where he received his Bachelor of Science degree in Business Administration with a concentration in Marketing. Prior to F.W. Webb, he worked at MassMutual. He is dad to nine-month-old Lucas and an avid fisherman. So much so that he has his own fish bait company.



As the new *Showroom Manager* of Waterbury, CT, **Helen Bowers'** goal is to not only increase traffic into the showroom, but to also make each customer's visit a positive experience. Helen spent almost seven years working with Danbury Plumbing and HVAC Supply's retail showroom, The Creative Bath. F.W. Webb acquired them in March 2021. Originally from New York, Helen attended Mercy College and now lives in New Milford, CT with her husband Todd. They have two grown sons.



**Jose Franqui**, is now the *General Manager* of Nashua, NH. Before this move, he served as the Store Manager at our Bedford, MA location. With over 20 years of retail management experience, he looks forward to driving business and exceeding customer expectations in Nashua just as he did in Bedford. Before joining Webb, he worked as a Store Manager at big name retail brands such as Lowes and Gap. Jose grew up in Brooklyn, NY and had the opportunity to work in some great areas of NYC, including the original World Trade Center. He and his wife Kathy moved to New England in 2001, and have twins who are now 14 years old.



Elmwood Park, NJ *Showroom Manager*, **Aimen Imtiaz**, comes with years of industry experience. Before joining F.W. Webb, she worked as a Project Manager for a construction firm and as a Sales Consultant at Ferguson. She understands the process of building and remodeling and enjoys providing guidance throughout a client's project. Aimen graduated from Saint Peter's University with a Mathematics and Secondary Education degree. In her spare time, she enjoys fly fishing and her new pup, Griz.

## More Promotions

**Shawn Anderson** from Counter to Inside Sales, Woburn, MA

**Rachelle Boland** from Showroom Sales Rep to Inside Sales, Binghamton, NY

**Aimee Bourgoin** from Receptionist to Office Administrator, Oakland, ME

**Joel Brown** from Counter to Inside Sales, Augusta, ME

**Gilbert Burgos** from Warehouse to Fabrication Manager, West Babylon, NY

**Corey Canning** from Counter to Inside Sales Gloucester, MA

**Marc Connolly** from Inventory Control to Inside Sales, Springfield, MA

**Ned Davis** from Counter to Inside Sales, St. Johnsbury, VT

**Matt Fiorito** from Warehouse to Shipping Supervisor, Piscataway, NJ

**Joshua Fish** from Warehouse to Warehouse Supervisor, Hampden, ME

**Kayla Gelineau** from HR Generalist to HR Manager, Bedford, MA

**Talia Gonzalez-Terranova** from Warehouse to Counter, Methuen, MA

**Eric Kezima** from Will Call to Inside Sales, Woburn, MA

**Jeff Kilbourn** from Driver to Counter, Lebanon, NH

**Keith Kilpatrick** from Driver to Assistant Warehouse Supervisor, Binghamton, NY

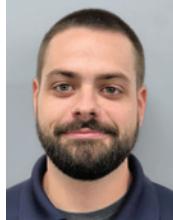
**James Kylor** from Will Call to Warehouse Supervisor, Binghamton, NY

*Continued on page 17*

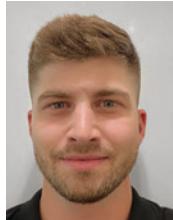


Continued from page 16

## On the Move



**James Kelleher** has been promoted to *Operations Manager* of our Bridgewater, MA location. The branch moved from Brockton to Bridgewater in the spring. James joined F.W. Webb in the summer of 2018, working in the warehouse for the Plymouth location and then transitioned into our Management Training Program shortly thereafter. While in the program, he learned the ins and outs of the company, and spent time at multiple branches across many different states to help with moves, internal audits and overall operations. A 2016 graduate of Bridgewater State University with a degree in Social Work & Psychology. James is looking forward to bringing the F.W. Webb culture to the area.



**Lance Marques** has been named *Store Manager* for Riverhead, NY, where he will be responsible for managing daily operations and inventory. Before joining F.W. Webb in July 2020, as a counter salesman, Lance was a chef, traveling and working in restaurants across the US. More recently, he owned a butcher shop and market. Lance graduated from Johnson and Wales University in 2014 with an Associate's Degree in Culinary Arts, and a minor in Business Management. He lives in Patchogue, NY with his Great Dane, and enjoys playing golf and surfing in his free time.



**Anthony Perriello**, *Operations Manager* of Malden, MA, is responsible for ensuring that the branch runs smoothly on a daily basis and that customer service remains second to none. In his new role, Anthony is looking forward to building on the success of the Malden group and developing strong working relationships. He graduated from the Isenberg School of Business at UMass Amherst with a B.A in Operations and Information Management, and joined F.W. Webb in January 2018, as a member of the Management Training Program. To stay active, Anthony likes to play pickup sports with his friends in his spare time.

## AEG's John Pavao One Step Closer to Licensure



Civil Engineer, **John Pavao**, from our Alliance Environmental Group (AEG) recently passed his Engineer-In-Training (EIT) exam. It's a six-hour exam with an average pass rate of 70 percent. This is a major milestone toward his eventual Professional Engineer (PE) license.

John has worked at AEG for a little over a year. He assists with environmental sampling and inspections, data submittal for state and local regulatory agencies, COVID disinfection services, HVAC duct cleaning and works on remediation and compliance projects. He looks forward to continuing to advance his career as a civil engineer and start working toward obtaining his PE license. *Congratulations, John!*

## More Promotions

**Alex Lee** from Counter to Warehouse Supervisor, Nashua, NH

**Troy Manni** from Warehouse to Counter, Hyannis, MA

**Connor Mascolo** from Warehouse to Counter, Elmwood Park, NJ

**Brett Moran** from Counter to Inside Sales, Riverhead, NY

**Anthony Pagucci** from Counter to Tech Support Analyst, Bedford, MA

**Joshua Perkins** from Counter to Inside Sales, Greenfield, MA

**Dwayne Sanger** from Counter to Inside Sales, Dover, NH

**Bernard Shaver** from Counter to Inside Sales, Binghamton, NY

**Jeff Souza** from Counter to Inside Sales Hyannis, MA

**Brett Spano** from Warehouse to CIP, Bridgewater, MA

**William Trautmann** from Tractor Trailer Driver to Fleet Supervisor, Londonderry, NH

**Carlos Vela** from Warehouse to Warehouse Supervisor, Elmwood Park, NJ

**Ryan Zaborowski** from Warehouse to CIP, Piscataway, NJ

# Welcome Aboard!

## New Employees



*New Vice President of Marketing,* **Deanna O'Donnell**, will help broaden the reach and drive demand for our market-leading portfolio of products and services. Bringing a creative, data-driven approach, she oversees the alignment of corporate and brand strategies across our

wholesale business and more than 48 Frank Webb Home retail showrooms. This includes executing integrated creative campaigns, digital marketing strategies, internal and external communications and customer loyalty programs. A seasoned executive, she has held leadership roles within high-growth start-ups to large publicly-traded companies. Deanna is a proud Babson College alumna and holds a master's degree in interdisciplinary instruction, program development and policy administration.



*As Operations Manager of Binghamton, NY,* **Tyler Greene** is focused on keeping everything moving forward and continuously refining processes to make the branch as efficient as possible. Prior to joining F.W. Webb, Tyler was an

11A-Infantry Officer in the PAARNG

(Pennsylvania Army National Guard). He also worked for a locomotive distribution center and a construction company. Originally from Tunkhannock, PA, Tyler graduated from Lock Haven University with a Bachelor's Degree in Political Science and History. He and his wife have two children under two, Nora and Clayton. An interesting fact about him is that while in the Army National Guard, Tyler had to do a marathon with a 55 lb. backpack, and he was one of the first people to finish. .



*As the new Operations Manager for Nashua, NH,* **Joe Miller** will be responsible for the overall service and operations of the branch. After spending the past 23 years working for Lowe's Home Improvement, Joe is excited to jump right in and get to know the business, people and implement learnings from his past experience. He grew up in northern Virginia, attended the University of Alabama and is recently married. Joe enjoys fishing and working on projects around his house. He is also a huge Roll Tide college football fan.



**Ray White** has been named the new *Store Manager* at our Water Works branch in Syracuse, NY. He will work with the team to grow sales, market share and gross profit percentage. He is eager to make sure his branch is lean, efficient and profitable. Prior to joining F.W.

Webb, Ray graduated from the University of Georgia with a M.A. in Educational Psychology before working for Grainger. He also served in the United States Marine Corps as a Sergeant. Originally from the Atlanta area, Ray has two stepchildren and three grandchildren. He enjoys sailing, sailboat racing and getting out onto Lake Ontario as often as he can.



## Elmwood Park Hosts Local Association

To get their name out in the area and build more relationships with the local trades, our Elmwood Park, NJ branch offered to host one of their local Plumbers Association's regular meetings in their training room. They plan to host more and will continue to sponsor this and other local associations.



## New Employees

May 2021 – July 2021

|   |   |   |  |  |
|---|---|---|--|--|
| <b>Ethan Barnett</b><br>Intern<br>Augusta, ME                       | <b>Anderson Chae</b><br>Warehouse Manager<br>Piscataway, NJ           | <b>Jared Dodge</b><br>Boiler Board Technician<br>Winslow, ME          | <b>Gregg Grafton</b><br>Selector<br>Cranston, RI                   | <b>Christine Johnson</b><br>Showroom Expeditor<br>Concord, NH    |
| <b>Lindsey Berry</b><br>Accounts Payable<br>Bedford, MA             | <b>Brian Chandonnet</b><br>Warehouse<br>Londonderry, NH               | <b>Nolan Dodge</b><br>Warehouse<br>Dover, NH                          | <b>Anthony Grasso</b><br>Showroom Sales Rep.<br>Malden, MA         | <b>Brian Kasevich</b><br>Driver<br>Lewiston, ME                  |
| <b>Lauren Bisson</b><br>Replenishment<br>Londonderry, NH            | <b>Estille Charboneau</b><br>Counter<br>Allentown, PA                 | <b>Harrison Dowling</b><br>Warehouse<br>Canton, MA                    | <b>Kevin Grigg</b><br>Commercial Estimator<br>Ballston Spa, NY     | <b>Jonathan Kennedy</b><br>Outside Sales<br>Aston, PA            |
| <b>Daniel Bode</b><br>Fabricator<br>West Babylon, NY                | <b>Matthew Charron</b><br>Driver<br>Haverhill, MA                     | <b>Matthew Fahey</b><br>CIP<br>Portland, ME                           | <b>John Halley</b><br>Driver<br>Sturbridge, MA                     | <b>Kyle King</b><br>Counter<br>Rutland, VT                       |
| <b>Nicholas Boucher</b><br>Driver<br>Northampton, MA                | <b>Leann Charron</b><br>Replenishment<br>Londonderry, NH              | <b>Kenneth Fantauzzi</b><br>Replenishment<br>Londonderry, NH          | <b>Jordan Hamler</b><br>Warehouse<br>Waterford, CT                 | <b>Adam Labonville</b><br>Warehouse<br>Manchester, NH            |
| <b>Austin Bousquet</b><br>Showroom Sales Rep.<br>Portland, ME       | <b>Jeffery Clark</b><br>Warehouse<br>Binghamton, NY                   | <b>Steven Farley</b><br>Warehouse<br>New Bedford, MA                  | <b>Giles Harger</b><br>Will Call<br>Augusta, ME                    | <b>Donald Lambert</b><br>Inside Sales<br>St. Albans, VT          |
| <b>Justin Brow</b><br>Counter<br>Oakland, ME                        | <b>Caileen Colon-Rivera</b><br>Showroom Sales Rep.<br>Bridgewater, MA | <b>Clifford Favereau</b><br>Selector<br>Londonderry, NH               | <b>Paul Hathaway</b><br>Inside Sales<br>New Bedford, MA            | <b>Steven Lamprey</b><br>Outside Sales<br>Malden, MA             |
| <b>Daniel Bureau</b><br>Selector<br>Londonderry, NH                 | <b>Jacob Connors</b><br>Junior Programmer<br>Bedford, MA              | <b>Michael Fisher</b><br>Will Call<br>Trenton, NJ                     | <b>Thomas Herbette</b><br>Warehouse<br>New Haven, CT               | <b>Hunter Lane</b><br>Warehouse<br>Albany, NY                    |
| <b>Austin Burgos</b><br>Fabricator<br>West Babylon, NY              | <b>Dylan Conover</b><br>Warehouse<br>Pleasantville, NJ                | <b>Liam Flanagan</b><br>Welder<br>Canton, MA                          | <b>Justin Hirschfeld</b><br>CIP<br>Bridgewater, MA                 | <b>Katielynn Laurent</b><br>Inventory Control<br>Londonderry, NH |
| <b>Jaylen Burris</b><br>Selector<br>Londonderry, NH                 | <b>Ryan Cooper</b><br>Intern<br>Dover, NH                             | <b>Jason Flanders</b><br>Counter<br>Rockland, ME                      | <b>Andrew Holland</b><br>Tractor Trailer Driver<br>Londonderry, NH | <b>Nathan Laythe</b><br>Warehouse<br>Auburn, MA                  |
| <b>Lindsey Callan</b><br>Human Resource<br>Assistant<br>Bedford, MA | <b>Raul Cruz</b><br>Warehouse<br>Methuen, MA                          | <b>Cole Frey</b><br>Counter<br>Hampden, ME                            | <b>Emily Hotkowski</b><br>CIP<br>Waterford, CT                     | <b>Lionel Leaming</b><br>Piggy Back Driver<br>Canton, MA         |
| <b>Edgardo Campos</b><br>Warehouse<br>Londonderry, NH               | <b>William Davis</b><br>Counter<br>Lebanon, NH                        | <b>Jose Fuentes</b><br>Fabricator<br>West Babylon, NY                 | <b>Shawn Hourihan</b><br>Inside Sales<br>Woburn, MA                | <b>William Leary</b><br>Inside Sales<br>Concord, NH              |
| <b>Tina Card</b><br>Selector<br>Londonderry, NH                     | <b>Raymond De Nigris</b><br>Counter<br>Centereach, NY                 | <b>Michael Galarza</b><br>Counter<br>New Haven, CT                    | <b>Katie Hudspeth</b><br>Showroom Expeditor<br>Albany, NY          | <b>Brittany Lemoine</b><br>Counter<br>Gilford, NH                |
| <b>Reed Carson</b><br>Outside Sales<br>Hampden, ME                  | <b>Corey Deering</b><br>Selector<br>Londonderry, NH                   | <b>Janet Galchus</b><br>Showroom Sales Rep.<br>Williston, VT          | <b>Jeffrey Hutchins</b><br>Boiler Board Technician<br>Winslow, ME  | <b>Reid Leonard</b><br>Driver<br>Danbury, CT                     |
| <b>Julie Carver</b><br>Showroom Sales Rep.<br>Salem, MA             | <b>Michael DeFranco</b><br>Inside Sales<br>Allentown, PA              | <b>Richardson Gonzalez</b><br>Piggy Back Driver<br>Canton, MA         | <b>Janaye Hutchinson</b><br>Warehouse<br>Gilford, NH               | <b>Ashley Lopez-Alvarado</b><br>Selector<br>Londonderry, NH      |
| <b>Michael Casey</b><br>Counter<br>Meriden, CT                      | <b>Michael Desrochers</b><br>Warehouse<br>Nashua, NH                  | <b>Alphy Gonzalez</b><br><b>Hernandez</b><br>Warehouse<br>Methuen, MA | <b>Amanda Jaskal</b><br>Office Administrator<br>Haverhill, MA      | <b>James LoRusso</b><br>Warehouse<br>Warwick, RI                 |
| <b>Paul Catello</b><br>Counter<br>Centereach, NY                    | <b>Christine DeVeau-Griffin</b><br>Accounts Payable<br>Bedford, MA    | <b>Madeline Gonzalez-Colon</b><br>Warehouse<br>Londonderry, NH        | <b>Anne Marie Jeraci</b><br>Showroom Sales Rep.<br>Mamaroneck, NY  | <b>John LoRusso</b><br>Warehouse<br>Warwick, RI                  |

Continued on page 21



## New Employees

May 2021 – July 2021

|   |  |   |   |  |
|---|--|---|---|--|
| <b>Richard Lovette</b><br>Inside Sales<br>Londonderry, NH                             | <b>David Mirasolo</b><br>Call Center Rep.<br>Londonderry, NH           | <b>Jennifer Patti</b><br>Showroom Expeditor<br>Nashua, NH     | <b>Franklin Rodriguez</b><br>Receiver<br>Londonderry, NH                  | <b>Lisa Stofan</b><br>Accounting Clerk<br>Binghamton, NY           |
| <b>Jason Lytle</b><br>Driver<br>Dover, NH   | <b>Jack Monahan</b><br>Warehouse<br>Nashua, NH                         | <b>Danielle Paulsen</b><br>Showroom Sales Rep.<br>Bedford, MA | <b>Edwin Roman Rosado</b><br>Warehouse<br>Methuen, MA                     | <b>Michael Thayer</b><br>Will Call<br>Hampden, ME                  |
| <b>Heather Macklin</b><br>Business Dev. Rep.<br>Londonderry, NH                       | <b>Enrique Montero</b><br>Warehouse<br>Elmwood Park, NJ                | <b>Jean Philogene</b><br>Welder<br>Canton, MA                 | <b>Jonathan Romero</b><br>Counter<br>Centereach, NY                       | <b>Darryl Torres</b><br>Counter<br>Elmwood Park, NJ                |
| <b>Fernando Maldonado</b><br><b>De Jesus</b><br>Warehouse<br>Methuen, MA              | <b>Jose Mora</b><br>Warehouse<br>Elmwood Park, NJ                      | <b>Tawee Pierre</b><br>Fabricator<br>West Babylon, NY         | <b>Dominick Romero</b><br>Outside Sales<br>Williston, VT                  | <b>Matthew Torres</b><br>Warehouse<br>Allentown, PA                |
| <b>Rita Malvagna</b><br>Showroom Expeditor<br>Danbury, CT                             | <b>Jason Morabito</b><br>Counter<br>Biddeford, ME                      | <b>David Pietroforte</b><br>Warehouse<br>Methuen, MA          | <b>Jonathan Rudolph</b><br>Counter<br>Exeter, NH                          | <b>Elizabeth Tronni</b><br>Showroom Expeditor<br>Hyannis, MA       |
| <b>Alessandro Maniaci</b><br>HVAC Technician<br>Alliance Environmental<br>Warwick, RI | <b>Liam Naturale</b><br>Intern<br>Newburgh, NY                         | <b>Christopher Prescott</b><br>Warehouse<br>Rockland, ME      | <b>Michael Ryan</b><br>Counter<br>Williston, VT                           | <b>Sang Truong</b><br>Selector<br>Portland, ME                     |
| <b>Dylan Martin</b><br>Warehouse<br>Williston, VT                                     | <b>Kevin Nerdan</b><br>Counter<br>Gloucester, MA                       | <b>Linda Proctor</b><br>Selector<br>Londonderry, NH           | <b>Aaron Saldivar</b><br>Warehouse<br>New Bedford, MA                     | <b>Neal Vacchiano</b><br>Showroom Sales Rep.<br>Ellsworth, ME      |
| <b>Howard McElhenny</b><br>Receiver<br>Pleasantville, NJ                              | <b>Alan Neuroth</b><br>Digital Image Associate<br>Bedford, MA          | <b>Jason Provencher</b><br>Outside Sales<br>Concord, NH       | <b>Minoshka Sanchez</b><br><b>Figueroa</b><br>Selector<br>Londonderry, NH | <b>Jethra Vong</b><br>Warehouse<br>Methuen, MA                     |
| <b>Zachary McGraw</b><br>Warehouse<br>Bridgewater, MA                                 | <b>Joshua Nolan</b><br>Outside Sales<br>Springfield, MA                | <b>Conor Quinlan</b><br>Intern<br>Bedford, MA                 | <b>Anthony SanFelice</b><br>Counter<br>Pleasantville, NJ                  | <b>Brennan Walsh</b><br>Warehouse<br>Woburn, MA                    |
| <b>Patrick McHale</b><br>Warehouse<br>Syracuse, NY                                    | <b>Joseph O'Malley</b><br>Warehouse<br>Binghamton, NY                  | <b>Fausto Quiroz Lazo</b><br>Warehouse<br>Bronx, NY           | <b>Brett Savage</b><br>Driver<br>Oakland, ME                              | <b>Nicole Watson</b><br>Digital Graphic<br>Designer<br>Bedford, MA |
| <b>David McLaughlin</b><br>Piggy Back Driver<br>Bridgewater, MA                       | <b>Sean O'Rourke</b><br>Showroom Sales Rep.<br>Northampton, MA         | <b>Janine Rader</b><br>Office Administrator<br>Newburgh, NY   | <b>Joseph Schenk</b><br>Tractor Trailer Driver<br>Londonderry, NH         | <b>Benjamin White</b><br>Warehouse<br>Dover, NH                    |
| <b>Michael McMullin</b><br>Outside Sales<br>Allentown, PA                             | <b>Joseph Ortiz</b><br>Warehouse<br>Newburgh, NY                       | <b>Patrick Redmond</b><br>Purchasing Clerk<br>Auburn, MA      | <b>Walter Schultz</b><br>Counter<br>Keene, NH                             | <b>Robert Whiteside</b><br>Selector<br>Londonderry, NH             |
| <b>Steven McNulty</b><br>Inside Sales<br>Bennington, VT                               | <b>Marissa O'Shea</b><br>Warehouse<br>Londonderry, NH                  | <b>Khris Reyes Del Valle</b><br>Receiver<br>Londonderry, NH   | <b>Rachel Sisco</b><br>Showroom Sales Rep.<br>Syracuse, NY                | <b>Maria Wilson</b><br>General Clerk<br>Malden, MA                 |
| <b>Adrienne Melcher</b><br>Intern<br>Methuen, MA                                      | <b>Ross Ouellette</b><br>Inside Sales<br>Dover, NH                     | <b>Olivia Rivas</b><br>Accounts Payable<br>Bedford, MA        | <b>Earl Skidds</b><br>Warehouse<br>Exeter, NH                             | <b>Justin Wing</b><br>Driver<br>Caribou, ME                        |
| <b>David Mennella</b><br>Driver<br>Canton, MA   | <b>Miguel Oyola</b><br><b>Rodriguez</b><br>Receiver<br>Londonderry, NH | <b>Brian Roberts</b><br>Warehouse<br>Albany, NY               | <b>James Smith</b><br>Driver<br>Hampden, ME                               | <b>Joseph Winot</b><br>Outside Sales<br>Rutland, VT                |
| <b>Julia Miglorie</b><br>Intern<br>Rutland, VT  | <b>Milton Parada</b><br>Driver<br>Trenton, NJ                          | <b>Felicia Robinson</b><br>Replenishment<br>Londonderry, NH   | <b>Teresa Spoor</b><br>Showroom Sales Rep.<br>Binghamton, NY              | <b>Paul Wyman</b><br>Inventory Control<br>Plymouth, MA             |
| <b>Mary Mirasolo</b><br>Business Dev. Rep.<br>Londonderry, NH                         | <b>Joseph Passero</b><br>Inside Sales<br>West Harlem, NY               | <b>Sarah Rodgers</b><br>Replenishment<br>Londonderry, NH      | <b>Jeffrey Sprague</b><br>Warehouse<br>Portland, ME                       | <b>Gary Zogopoulos</b><br>Warehouse Supervisor<br>Methuen, MA      |
|   |  | <b>Juan Rodriguez</b><br>Driver<br>Elmwood Park, NJ           |   |  |



## Webb Spotlight

## Jeff Hawthorne



## Webb Vitals

**Location:** Trenton, New Jersey**Title:** General Clerk**Years Worked at F.W. Webb:** 5 years**What is the best piece of advice you've ever received?**

Dance like nobody's watching.

**What is something about yourself that would surprise us?**

Most people can't believe that I don't have a cell phone.

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

My great-grandmom because who can't resist a good old fashioned Sunday family dinner and all that goes with it.

**What is your most prized possession?**

My four-legged furry buddy, Gizmo, who I recently lost. He was my first pet and I can't believe how much he taught me during the 16 years I had him.

**Before working at F.W. Webb, what was the most unusual or interesting job you ever had?**

I was a part-time DJ at a disco club.

## Births

**Averie Babineau**

Born 5-10-21. Daughter of Rachael Babineau, Salem MA

**Anna Louise Cogdill**

Born 7-12-21. Daughter of Melissa Cogdill, Waterford CT

**Layla Czarnecki**

Born 6-30-21. Daughter of Brad Czarnecki, Rutland VT

**Kyrian Damon**

Born 6-8-21. Son of Aaron Damon, Portland ME

**Kaden Davis**

Born 7-7-21. Son of Tyler Davis, Hampden ME

**Ezekiel Felch**

Born 5-18-21. Son of Jared Felch, Barre VT

**Luna Fiorito**

Born 6-16-21. Daughter of Matt Fiorito, Piscataway NJ

**Ava Gelinas**

Born 5-28-21. Daughter of Justin Gelinas, Hampden ME

**Clayton Greene**

Born 6-29-21. Son of Tyler Greene, Binghamton NY

**Niall Hawk**

Born 5-26-21. Son of Trevor Hawk, Binghamton NY

**Cooper Hilton**

Born 6-8-21 Son of Jeff Hilton, Portland ME

**Jayne Hughes**

Born 6-22-21. Son of Kyle Hughes, Springfield MA

**Jase Bower**

Born 6-8-21. Son of Joshua Bower Brockton MA

**Lydia Mullen**

Born 6-22-21. Daughter of Brandon Mullen, Winslow ME

**Alexis Oviedo**

Born 5-19-21. Daughter of Alex Oviedo, Waterbury CT

**Harper Sales**

Born 6-3-21. Daughter of Eric Sales, Augusta ME

**Lydia Sanborn**

Born 7-9-21. Daughter of David Sanborn, Bedford MA

**Noah Swenson**

Born 6-29-21. Son of Lindsay Swenson, Concord NH



In August, Sam Kowalski from our HR team at the corporate office welcomed baby Leo. Congratulations on this adorable new addition!



## Webb Family, Family Recipes

A baker in a former life, Bob Matvichuk, Store Manager, F.W. Webb Salem, loves to tackle just about anything in the kitchen or the grill. Here is his famous carrot cake recipe. He says that he has made well over 100+ over the years!

*We know there are a lot more foodies out there! Share your favorite recipe for others to enjoy! It could be a family recipe passed down by generations or one you've recently perfected. Submit to [pipeline@fwwebb.com](mailto:pipeline@fwwebb.com) for a chance to be featured in a future issue of Pipeline.*

# Taste of Webb

### UNCLE BOB'S CARROT CAKE

#### INGREDIENTS

- 1 ¼ cups veg. oil
- 2 cups sugar
- 2 cups flour
- 2 tsp. cinnamon
- 1 tsp. salt
- 2 tsp. baking powder
- 1 tsp. baking soda
- 4 eggs
- 3 cups grated carrots
- 1 cup walnuts chopped
- 1 sm. can crushed pineapple
- ½ cup raisins



Cream oil and sugar. Add half the combined dry ingredients and then the eggs. Add remaining dry ingredients beating well after each addition. Fold in carrots, nuts, raisins and drained pineapple.

Bake in a greased tube pan in a 325 degree oven about one hour. Test to be sure it is cooked through with a toothpick or tester. Cool in pan.

### CREAM CHEESE FROSTING

#### INGREDIENTS

- 8 oz. bar of cream cheese softened
- 4 TBS butter softened
- 1 TBS. vanilla
- 4 ½ cups confectionery sugar

Mix wet ingredients and add sugar a cup at a time with a mixer till it becomes creamy. Frost the cooled cake and enjoy!

Submitted by Bob Matvichuk, Store Manager, Salem, MA



### Josh Nolan Appointed Association President

Congrats to Josh Nolan, the Account Manager in our Springfield, MA location! He was recently appointed President of the Home Builders and Remodelers Association of Western MA. Josh also serves as the Vice President of the State Home Builders Association.

"My role is to be actively engaged in all political and local issues our members face. I am here to advocate for our industry and members. My goal is to bring to light some of the real-world issues they are experiencing that would otherwise never be heard without a large voice behind them," Josh said.

*Thank you, Josh, for everything you do for the trades!*

### Retirement News

After six years at F.W. Webb, **Steve Essman** from our Thermoplastics Fabrication shop in Lowell, MA retired during the spring. He



specialized in the fabrication of industrial tanks and custom skid systems for our municipality and manufacturing customers. He looks forward to working on his old Jaguar, helping his daughter renovate a new house and spending time in Maine.

*Enjoy your retirement, Steve!*



## Anniversaries

April – June 2021

## 5 Years:

**Troy Bott**  
New Haven, CT  
**Dylan Carter**  
Portland, ME  
**Samantha Cerone**  
Newburgh, NY  
**Brian Cole**  
Exeter, NH  
**Dan De Carvalho**  
Boston, MA  
**Dominick Esposito**  
Bedford, MA  
**Xavier Fernandez**  
Plymouth, MA  
**Meg Flaherty**  
Bedford, MA  
**John Gautieri**  
Londonderry, NH  
**Jordan Guay**  
Londonderry, NH  
**Tim Johnson**  
West Bath, ME  
**Ed Johnson**  
Ballston Spa, NY  
**Christopher LaRoche**  
Hartford, CT  
**David LeClair**  
St. Albans, VT  
**Brenda Lonardo**  
Nashua, NH  
**Chris Maderia**  
Newburgh, NY  
**David Mann**  
Boston, MA  
**Kevin McCarthy**  
Hartford, CT  
**John Molkentine**  
Londonderry, NH  
**Cynthia Moroney**  
Madison, NJ  
**Thomas Pappagallo**  
Newburgh, NY  
**Eugene Ridley**  
Augusta, ME  
**Cheyenne Robinson**  
Ballston Spa, NY

## Joe Rozmus

Exeter, NH

## Timothy Schroeder

Lowell, MA

## James Waugh

Watertown, MA

## Shaun Welden

Queensbury, NY

## Ryan Zaborowski

Piscataway, NJ

## 10 Years:

## Michael Burton

Ballston Spa, NY

## Darryl Corey

Bedford, MA

## Kelly Crossman

Windham, ME

## Jay Daniels

Concord, NH

## Tim Danton

Concord, NH

## Daniel Didonna

Augusta, ME

## Jason Dionne

Warwick, RI

## Deb Dumel

Malden, MA

## Brett Frazier

Auburn, MA

## Alan Gabris

Concord, NH

## Irene Lagios

Nashua, NH

## Alex Lee

Nashua, NH

## Kyle Libby

Windham, ME

## Edgar Mattos

Norwich, CT

## Pamela Morrison

Nashua, NH

## Scott Provencher

Londonderry, NH

## Bailey Robicheau

Syracuse, NY

## Ethan Turner

Rutland, VT

## Keith Willerson

Biddeford, ME

## 15 Years:

## Greg Babb

Waterbury, CT

## Derwin Brown

Lebanon, NH

## John Checchi

Bedford, MA

## Stephen Columbus

Londonderry, NH

## Graham Cook

Methuen, MA

## David Desmarais

Haverhill, MA

## Karl Drewniak

St. Albans, VT

## Richard Drouin

Portsmouth, NH

## Michael Goodnow

Auburn, MA

## Aaron Hersom

Woburn, MA

## Larry Hurd

Woburn, MA

## William Innes

Londonderry, NH

## Eric Johnson

Fitchburg, MA

## Thomas Keen

Queensbury, NY

## Nancy Langlois

Warwick, RI

## David Moody

Augusta, ME

## James Senter

Portland, ME

## Greg Thompson

Portland, ME

## John Vancleave

Pittsfield, MA

## 20 Years:

## Maurice Andrew

Bennington, VT

## Mitchell Berry

Oakland, ME

## David Fields

Fitchburg, MA

## Robert Hulsebosch

Albany, NY

## Keith McNutt

Gilford, NH

## Lee Roy

Caribou, ME

## Thomas Venne

Northampton, MA

## 25 Years:

## Tracy Bonsant

Augusta, ME

## Gary Dame

Cranston, RI

## Terry Fisher

Queensbury, NY

## Tim Lapham

Augusta, ME

## Sean Pascall

Methuen, MA

## Stephanie Sherman

Augusta, ME

## James Tordoff

Cranston, RI

## 30 Years:

## Michael Gerry

Londonderry, NH

## Lenetta Ruggiero

Bedford, MA

## Mike Thivierge

Dover, NH

## Deborah Waite

Syracuse, NY

## 35 Years:

## Dale Long

Bennington, VT

## Robert Long

Bennington, VT

## Robert Macallister

Haverhill, MA

## Marshall McAllister

Brattleboro, VT

## Retirees

**Keith Anderson**, Exeter, NH

after 2 years

**David Bruno**, Exeter, NH

after 16 years

**Jesse Cheyney**, Aston, PA

after 1 year

**Ed Cosman**, Newburgh, NY

after 7 years

**Stephen Essman**, Lowell, MA

after 6 years

**Don Joyal**, Auburn, MA

after 35 years

**Deborah Leonhard**, Methuen, MA

after 24 years

**William Licata**, Londonderry, NH

after 12 years

**William McHardy**, Woburn, MA

after 22 years

**Lyman Wage**, Binghamton, NY

after 12 years

**Deborah Waite**, Syracuse, NY

after 30 years

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