Inside This Issue

| Business News | 1-6 |
|-------------------|-------|
| Events | 7-9 |
| Division Download | 10-12 |
| Features | 13-17 |
| HR Updates | 18-25 |

Did You Know?

Our Building Controls division has supported Building Automation Systems for the residence of Red Sox owner, John Henry. Learn more about the group on page 10.



See page 17 for more WebbCam photos.







Following the recent acquisition of Long Island Plumbing and Climate Control Distributors Inc. in Centereach, NY, F.W. Webb now has two wholesale store locations on Long Island. Our other location in Riverhead is about 25 minutes away, close to the Hamptons. Learn more on page 2.

THE SCOOP

by Bob Mucciarone



These are interesting times as we continue to navigate the economy, the competition and our own growth initiatives.

First, reflecting back on 2018, Webb made a number of investments to continue our needed growth path. We believe that, in order to be a company that is thought of as a leader in the industry, one of the key elements is to continue to grow. Whether that growth is organic or through acquisition really doesn't matter. As we grow, we create debt and expenses with trailing earnings expected within a six-month lag.

You always want those earnings to be greater than the expense created. Most times they are, but as inflation creeps up, we give out pay raises each year, and we add more people it becomes very hard to generate more weeks of profit sharing. The fact that we continue to grow allows us to keep distributing the six weeks that we have over the past few years. Our payroll grows every year!

This year it looks like we could do three more acquisitions. We will have completed our purchase of Long Island Plumbing & Climate Control by the time you read this. Meanwhile, we are negotiating with two other companies and expect to have deals in place by the summer, if not sooner.

In terms of construction, we are currently building a new location in Hampden, ME to replace our Bangor facility,

Continued on page 2

Expanding our Presence on Long Island

At the end of April, we acquired our second wholesale location on Long Island. Located in Centereach, New York, Long Island Plumbing and Climate Control Distributors Inc. is a plumbing, heating and HVAC supply house. A family-owned business, they have been serving residential contractors in Suffolk County for more than 40 years.

"Situated near two major roadways, Long Island Plumbing and Climate Control Distributors will serve as a more centralized location for us on Long Island," said Scott Brown, Long Island General Manager. "It will help us get product on our shelves and to our customers even faster."

Fun Facts about Long Island

- · According to a U.S. Census, it is the most populated island in the U.S.
- It is 118 miles long and 23 miles wide at its most distant point.
- Sagaponack, in Southampton, is home to the priciest zip code in America – the median home sale price is \$8.5 million.
- The Long Island Rail Road is the oldest railroad still operating under its original name in the U.S., and is also the busiest commuter railroad in North America.

Riverhead, our other location on Long Island, is about 25 minutes from the new wholesale store. While Riverhead is close to the Hamptons, a popular summer destination for affluent New York City residents, Centereach is a heavily populated suburban area. Although, it too has a higher median income.



"There is a lot of great opportunity in Centereach. We look forward to supporting residential contractors on new construction, remodeling and repair/maintenance projects," Scott said.

THE SCOOP

by Bob Mucciarone

Continued from page 1



The customer is our biggest priority.

renovating a building in Auburn, MA to replace our existing Auburn facility, renovating a building in Elmwood Park, NJ to add additional space in that market, renovating our Salem, MA building, and about to finish our new Seabrook, NH showroom. We are investigating three properties on Long Island to really give us a foothold on the Island and investigating property in Bridgewater, MA as a potential replacement for nearby Brockton. As you can see, we are always looking to be bigger and better.

As we assess the Northeast marketplace it becomes more apparent to us that attracting good, skilled, technical employees is the way to get better. Not only that, we are going to try to develop training programs internally to help all of you further develop skills in your area. We want Webb to be the **BEST CUSTOMER SERVICE** player in the industry. We will only be successful in that endeavor if we give everyone the tools and everyone is ready to grasp the concept that the customer is our biggest priority.

Finally, look for a good, strong 2019. We will have a good year. As we peer out into 2020, the future gets a bit cloudier. It is an election year and those years typically bring concerns due to the political unknown. We will be ready for whatever comes our way. We can promise you that.





"In such a competitive landscape, our product mix and pricing paired with our strong relationships with contractors helped us secure this business.

Norm Fine,Outside Sales Representative

F.W. Webb Supports One of the Biggest Projects in Boston

Since construction of the Encore Boston Harbor casino began in August 2016, more than 5,000 union trade workers have worked on the \$2.6 billion resort. Partnering with local contractors, F.W. Webb supplied more than two million dollars of plumbing fixtures, hospitality accessories and fire protection services to the project.

Hospitality Account Manager, Betty Jo Davis, worked closely with contractors, manufacturing companies and vendors to provide accessories for the casino's 27-floor hotel. These included shower door handles, drawer pulls, knobs, robe hooks, door pulls, towel bars, etc. All custom designed by a world-renowned interior designer hired by Encore and manufactured by Speakman. TOTO hand dryers, grab bars, and soap dispensers were also supplied for casino bathrooms.

"For months, I was competing with a handful of wholesale distributors and bidding on several parts of the project. Throughout the process, I had to make sure we were competitive enough to win the business, while still meeting our profit margins," Betty Jo said.

Outside Sales Rep, Norm Fine, can relate. He too was constantly competing and bidding on plumbing fixtures for the casino bathrooms, common areas and retail spaces. To date, he has supplied one of the biggest mechanical contractors in New England with flush valves, floor drains, garage drains, mixing valves and water fountains for the project.

Comparatively, the Fire Protection & Fabrication division provided nearly 200,000 feet of fabricated pipe for the casino's sprinkler system. With tight project deadlines, they often needed to turn around multiple floors or sections of fabricated pipe in 48 hours or less.

"The project was massive and deliveries were difficult due to the project scheduling that involved a number of contractors and vendors," said Randy Beatrice, Fire Protection General Manager. "Multiple times a week, at all hours of the day and night, we made deliveries from our shop in Canton, MA to the casino."

The Encore Boston Harbor casino is anticipated to open in June of this year. At three-million-square-feet, it is the largest single-phase private development in the history of Massachusetts. In addition to the hotel, it will feature a gaming floor with more than 4,000 gaming positions, 15 restaurants and lounges, convention and meeting spaces, as well as a spa and fitness center. Approximately eight million visitors from across the globe are expected to visit the casino each year. That's more than the number of sports fans going to Boston each year to see the Red Sox, Celtics, Bruins and Patriots combined.



Relationships Matter

F.W. Webb debuts new TV ad.



Methuen driver Mike Stone



Plymouth, MA customer G. Bradley and store manager, Dave Colon

Continuing to invest in television advertising as a means to grow brand awareness, F.W. Webb kicked off spring with the launch of a new TV ad. Titled "Relationships," the fast-paced ad portrays a series of Webb "moments" where we see employees interacting with customers across a variety of situations. From lifting an HVAC rooftop unit onto a building, to delivering a residential boiler, to fabricating pipe in the fire protection shop, Webb employees are seen demonstrating their commitment to helping customers succeed. Throughout the ad we catch glimpses of the personal relationship between F.W. Webb team members and customers, and we see the many ways we touch their work lives with knowledge, expertise and, at times, friendship. This new ad is the natural evolution to the last ad which ended with Jeff Pope saying, "People don't do business with companies; they do business with people."

Again, Jeff narrates the new TV ad and begins with the compelling question, "What makes a great relationship?" As he answers this question we see the Webb "slice-of-life" story unfold. The ad concludes with, "At F.W. Webb, we work hard, every day, to show our commitment. Because we believe relationships matter."

With brand advertising like this we strive to convey something new or unexpected so that existing customers or prospects will think, "Wow, I didn't know Webb did that." Our ad should appeal to customers both large and small, and show that we offer helpful services and technical expertise, not only product.

The ad was filmed in Webb's new Plymouth, MA store, at CD, in the Canton, MA fire protection fabrication shop, in the Concord, NH hospital steam plant, at an employee's nephew's home in Beverly, MA, and at the Corporate office in Bedford. Many people at Webb enthusiastically helped in the planning, coordination and filming. And all of the employees and customers you see in the ad were volunteers. The only hired actor was Wes, the irresistible chocolate Labrador Retriever. Thanks to everyone who helped either on film or behind the scenes!

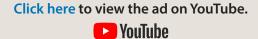
The ad will air during sports programming across the Northeast in markets surrounding our F.W. Webb locations. Watch for it during Red Sox and Yankees games, professional basketball and hockey games, Monday Night football, NASCAR, golf, college football bowl games, and more. The exact schedule varies by market but this gives you a sense of our plan.



(L-R): Webb employees Vasilios Regan, Bob Shippie, Chris Broome, Lisa Matvichuk, and Tyler Broth



Representing the Fire Protection & Fabrication division (L-R): Jacky Andre, Marc Principe, Tho Tran, and Abner Lebrun





You can also view the ad on the Company Intranet under the Marketing tab, intranet.fwwebbcorp.fwwebb.com/creative.html (2019 F.W. Webb Relationship TV Ad)

Showroom News



New Retail Showroom on the South Shore

In February, Frank Webb Home opened a new bath, kitchen and lighting showroom in Plymouth, MA. It features more than 30 faucet and showerhead working displays and accessible living options. Share the news with any contractors, friends and family local to the area and encourage them to see it first-hand.

Maine Home+Design Brings Area Experts to S. Portland Showroom

This April, the Frank Webb Home Showroom in South Portland Maine hosted an exclusive "Onsite" event put on by Maine Home+Design magazine.

The invite-only event was limited to leading architects, designers, builders, and creative professionals in the state. These "Onsite" events give Maine's design authorities an opportunity to meet and mingle with peers while also getting a sneak peek at the upcoming edition of Maine Home+Design.

The event was very well attended and many of the guests were taken by surprise when they saw the size and beauty of the South Portland showroom that was just remodeled last year.

Showroom manager, Lisa Effler, was very pleased with the turnout saying, "We love having the opportunity to host these types of events. It was great to see some of the biggest interior designers in our area explore the showroom and comment on our diverse offering of products. Several even committed to bringing in clients for their next kitchen and bathroom remodeling projects."



Showroom Manager Lisa Effler and manufacturers' rep, Rick Freeman



A guest explores the extensive shower faucet wall

New Hampshire Home Builders Show

The Nashua and Manchester showroom teams attended the New Hampshire Home Builders Show at the Hilton in Manchester this past March. The show is the largest Home Show in the State of New Hampshire boasting anywhere from 12,000 to 14,000 attendees over the course of the 3-day event.



Some of our Frank Webb Home future consumers enjoyed a break in an American Standard DXV Modulus Freestanding Tub.

Frank was also spotted in attendance showing off his St Patty's Day attire!





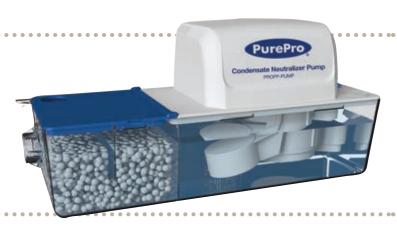


Product Highlights

PurePro Condensate Neutralizer Pump

Our F.W. Webb locations are offering heating contractors the new PurePro Condensate Neutralizer Pump. Designed to prevent acidic condensate from corroding drains and sewer systems, it is ideal for installations that require both condensate removal and neutralization.





PIONEER Lead & Cyst POE Water Filtration System

The PIONEER Water Filtration System is designed to remove both particulate and soluble lead from the drinking water at residences and commercial buildings. Soluble lead is invisible, odorless, tasteless, and needs to be chemically removed from water. Particulate lead is like a tiny grain of sand that needs to be physically removed from water.





LeakSmart

Offer plumbing contractors the latest in smart home technology with LeakSmart. It protects their customers from devastating water damage by sensing a leak and shutting off the water main in five seconds or less. The system has two options for easy installation on pipe ranging in size from 3/4" to 2".





New Partnership with Future Pipe Industries

Future Pipe Industries (FPI) is a leader in bespoke fiberglass pipe solutions for the water, oil and gas, industrial and marine industries. It can withstand pressures of up to 3,500 PSI depending on their size and can transport virtually any medium or compound including water, acids, alkalis, oxidants and all hydrocarbons in liquid and gas forms, both sweet and sour. Our Thermoplastic Piping division is now an exclusive distributor of FPI, and we also have an exclusive regional agreement with FPI, for the Power and Utilities market.





Record Turnout for the 2019 F.W. Webb HVAC, Refrigeration & Building Controls Dealer Meeting



On Thursday, February 28th, F.W. Webb Company hosted its 6th annual HVAC Dealer Meeting at Foxwoods Resort Casino in Mashantucket, CT. The weather cooperated this year resulting in record attendance with over 700 customers, vendors, and

F.W. Webb employees. All enjoyed a full day of exciting presentations, food, and fun.

F.W. Webb's annual HVAC Dealer Meeting is an opportunity for HVAC customers to learn about the latest trends and products from the industry's top manufacturers while mingling with their peers from across the Northeast.

The day opened with a riveting keynote presentation from Jesse Itzler, a unique character whose resume reads like a fiction book: entrepreneur, author, rapper, inventor, health nut and even pro basketball team owner. Jesse spoke about his early rap career and how he finagled his way into a record deal. He emphasized never taking "no" for an answer, not being afraid to fail, pushing yourself out of your comfort zone along with a variety of other tips for being successful in both business and life. He was gracious enough to pose for some pictures and sign a few books before he left as well. People were buzzing about him all day.

From there, representatives from York, Daikin, Honeywell, Regal Beloit, SpacePak, Johnson Controls, Soler & Palau and Sporlan hosted a variety of break-out seminars. They provided insight on their products as well as where they see things going in 2019 and beyond.

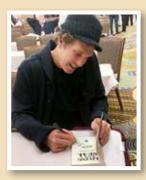
The rest of the evening was filled with a lively vendor cocktail reception with 80 exhibitors followed by a dinner buffet.

The day was deemed a success by customers and vendors alike. This was the largest turnout in the six years of doing the event and everyone left energized and full of new ideas to improve their business. We expect the momentum to continue well into the Summer.





Keynote Speaker: Jesse Itzler



Keynote speaker Jesse Itzler signs books for customers and poses with Tom Santer, VP of Sales, and Rich Boynton, Director of HVAC/R.



Events Across Webb



Another Successful Vendor Summit in the Books

Representatives from over 50 priority manufacturers joined F.W. Webb managers at the Foxwoods Resort in CT in February for our annual Vendor Summit. The two day event focused on partners from industrial business, plumbing, heating, propane, and HVAC.

The format was a series of pre-scheduled 15-minute meetings. General Managers from across the footprint were stationed at tables around the room. At the sound of a bell, manufacturer partners got up and moved to the next meeting in the rotation. Among various topics, GMs and their vendor counterparts discussed prior year sales, opportunities to grow business, and areas of improvement. Many made plans to meet again at a Webb location to further the conversation.



An Island Adventure

Hosting a mini-trade show on Nantucket island is no easy feat, but the F.W. Webb team in Hyannis, MA, led by outside salesman Pat Devine, recently showed what good planning can accomplish. After coordinating ferry boat schedules, trucks to bring material over to the island, vendor participation, and more, the team hosted about 50 contractors on the April 4th event at Faregrounds Restaurant.

Vendors did their part by bringing their displays to the island: The Gould Company showcased EWC and Ultra Air, FIA brought Lochinvar, Tom Campbell and Steve Smith represented Daikin, Warren Little from Williston Allen displayed his Speed Clean line, Russ Alphonse from Dan Davis Sales was on hand with Caleffi and Axiom products, and J&K Sales brought in the Bosch IDS condenser. Representing Frank Webb Home, showroom manager Rachael Hyatt also set up an impressive display.



Webb Rewards Trip in the Bahamas

At the end of March, over 350 customers with their guests made the trip down to beautiful Nassau, Bahamas for the second of our inaugural Webb Rewards trips. These customers earned the trips by doing over \$175,000 worth of business with us last year. Attendees were excited for the all-expense paid 5-day, 4-night trip and it did not disappoint. The bright blue water and white sandy beaches left customers with a lasting memory and motivation to earn their way back next year.



Events Across Webb



Frank Webb Home a Big Presence at **Spring Home and Garden Shows**

Frank Webb Home stepped up and made a splash over the last couple of months setting up at a series of home shows across New England and New York State. Our showrooms were well represented at home and garden shows in Boston, Foxboro, Springfield, and Syracuse.

The Frank Webb Home staff was able to bring in working displays of featured items including tubs, showers and lighting. Thanks to our close partnership with Lixil, many home show attendees were even able to walk through the Beauty in Motion truck that was parked right on the convention floor. Showroom representatives also found success selling showerheads to homeowners right from their booths!

Boston Showroom Manager, Deb Dumel, represented Frank Webb Home at the New England Home Show Boston in February. She was encouraged by the great turnout saying, "It's wonderful to have such a great turnout at these events each year. We meet so many interested homeowners and regularly find them coming to shop in our showroom."



Webb Goes All Out for PHCC Shows in MA and ME

This year the Plumbing-Heating-Cooling Contractors Association (PHCC) trade shows in Massachusetts and Maine drew massive crowds, and F.W. Webb showed up in force. With over 1200 attendees in MA and over 600 in ME, the convention spaces were packed. Webb carved out a couple of the largest booth spaces available at each show and built very unique and eye-catching displays.

The Webb representatives were sure to feature some of our newest and most exciting products including LeakSmart and the PurePro Condensate Neutralizer Pump. The F.W. Webb Hydronics Training Truck, also known as "The Boiler Mobile," was another huge draw and visitors to the truck were even able to try their hand at a putting contest for the chance to win a free t-shirt. Having such a presence at these big shows continues to show what a powerhouse F.W. Webb is in the Northeast.



Mark Your Calendar!

Propane Gas Equipment & Parts Expo

Thursday, August 22 | Mohegan Sun Resort and Casino

Watch for details on this year's exhibitors, training classes and special purchasing opportunities.



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Location/Phone

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Team

John Langenfeld

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Rob Guilfoyle

Control Engineer/Programmer rob.guilfoyle@fwwebb.com

Karen Sferrazza

Office Administrator karen.sferrazza@fwwebb.com

Building Controls

F.W. Webb added the Building Controls discipline into our portfolio in 1996 with the acquisition of Energy Controls, a HVAC/Controls Distributer in Woburn, MA. Still based in Woburn, Building Controls consists of a team of five Technical Associates and Sales Specialists. Nearly all have more than 20 years of experience in the industry, an engineering design background and a strong knowledge of HVAC systems.



What is Building Automation?

Building Automation Systems (BAS) use electronic devices to monitor and control the mechanical, security, fire, lighting, HVAC, humidity control and ventilation systems in a building. The systems are designed to communicate with each other and are often controlled by a computer workstation. Once installed and programmed, BAS keep the climate within a specified range, light rooms based on an occupancy schedule, monitor device performance and provide malfunction alarms.

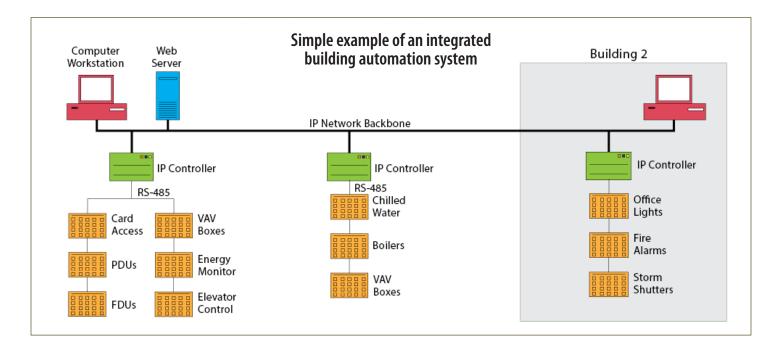
Office and commercial buildings, hospitals, K-12 schools and universities all rely on BAS to increase comfort, energy efficiency and reduce operating costs. Plus, with tighter budgets, stricter government guidelines, advanced cloud-based and WI-FI enabled technology, BAS and "smart buildings" have become the way of the future.

(L-R): AJ Langenfeld, Rob Guilfoyle, John Langenfeld, Karen Sferrazza, Aaron Hersom









F.W. Webb and Building Controls

Our Building Controls division supports BAS used in commercial HVAC control systems and energy management system applications. Locations across F.W. Webb stock BAS hardware and software from leading brands such as Johnson Controls, Honeywell and Belimo. These include controllers, which come in a range of sizes to control systems within buildings and have the capability to read temperature, humidity, pressure, current flow, air flow, etc.

"What we do can't be bought off the shelf. Every building is different and we help customers select the right HVAC control system to meet their specific needs," said John Langenfeld, Engineered Control Systems Manager.

Building Controls' main customers are Mechanical and Automatic Temperature Control Contractors. The team works closely with HVAC Commercial Sales professionals across F.W. Webb on project takeoffs and estimates to package Building Controls product and services together for contractors.

After the installation of software and hardware, the Building Controls team provides contractors with training on how to use the equipment and programs the automation technology. They also help with system startups to prepare equipment and software for operation and design graphical user interfaces, which allow the end customer to easily access programs with the click of a symbol or graphic icon.

"The contractors are pretty well versed on the install of Building Control systems. Our role is mostly to help design the equipment and act as a support function throughout the process," said Aaron Hersom, Building Controls Sales Specialist.

"Most of our contractors have been with us for years and years. I know that our dedication to customer service is why they choose us over the competition," John adds.

Building Controls also works with F.W. Webb Outside Sales Reps on new project opportunities. They'll conduct a walkthrough of customer sites to recommend cost saving upgrades to existing controls systems. Additionally, they regularly assist branches with BAS product selection and technical support.







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Did you know?

- Webb's Building Controls division is Johnson Controls' second largest Authorized Building Controls Specialist in the country. Over the last two years, Johnson Controls has recognized Webb with a Best of Brands award and Distributor of the Year award.
- The Building Controls division has supported Building Automation Systems for the Albany Civic Theatre, Blue Cross Blue Shield office, Curry College and even for the house of Red Sox owner, John Henry.

Key Products

- DDC Controllers
- Control Panels
- Valves & Actuators
- Current Switches/Sensors
- Relays
- Transformers
- Thermostats
- Wire & Communication Cable
- Smoke Detectors
- Motor Starters
- Variable Frequency Drives
- · Dampers & Louvers
- Air Flow Measuring
- Pneumatics
- Transducers
- VAV Boxes

What are buzzwords to watch out for?

- BMS Building Management System
- BAS- Building Automation System
- DDC Direct Digital Controls
- IOT- Internet of Things
- Smart Building Controls
- Intelligent Buildings
- Web Based Controls
- Wireless Controls
- Analytics

Customized Services

For more complex projects, Building Controls offers customized panel fabrication. The Woburn location can provide UL508A certified control panels per the customer's drawings and specifications. Additionally, they develop custom panels featuring multiple components designed to control the HVAC and energy management systems within a facility. To save customers time and money, they are prefabricated, prewired, and pretested for easy installation.

To help customers order products and manage their inventory, Building Controls can also incorporate automation into a customized digital ordering process or implement it within existing technology systems.



Johnson Controls FX80 Building Supervisory Controller



Johnson Controls FX DDC Controller

What's Next?

Building Controls will continue to build on the strong relationships they have with customers and manufacturers. As F.W. Webb grows across the Northeast, they would like to gain more of a presence in new F.W. Webb locations such as New York, Long Island, New Jersey and Pennsylvania.

If you have a customer that might be interested in BAS services, let them know about our Building Controls division. You can start the conversation by asking the following questions:

- Are you interested in us reviewing your HVAC control and energy management systems to see if we can offer energy saving solutions?
- Do you have your own HVAC controls maintenance? If so, can we help you minimize your parts inventory costs?

Riding into the Future

Many of us remember our favorite childhood bike. The color and shape. The horn on the front handlebar or the flag off the back. Sohrab Omidbakhsh recalls the day his father gave him his first bike like it was yesterday. It became his most prized possession. "The bike became my legs," recalls Sohrab. "Everywhere I went I was on my bike." He was 13 years old, and it was the start of a lifelong passion for bikes and cycling.

Now 71 years old, Sohrab has been getting ready to leave his role as an outside salesman for F.W. Webb. An engineer most his adult life, for the past 14 years Sohrab has been calling on customers in Massachusetts and Rhode Island and teaming up with other outside sales associates to troubleshoot, advise and train on behalf of the Process Controls division. When he joined the company in 2005 he planned to stay for a few years and then retire. His plans changed, however, as he came to love the company. "I feel like I'm part of a family," says Sohrab. "There's so much going on at Webb. I have loved being a part of it. Everyone should recognize the value this company brings to their lives and to the lives of their families."

Now, having reached his retirement date of May 3rd, Sohrab is preparing to embark on a journey that will take him from the Pacific coast to the Atlantic coast in 49 days....on a bike. Fulfilling a dream, he will leave Manhattan Beach, California on May 12th and ride an average of 100 miles each day during in his 3,650 mile cross country trek. Sohrab won't be in it alone. He'll be part of a group of 20 to 25 riders on a trip planned and organized by an independent cycling company called CrossRoads Cycling Adventures. Each day will start with a group breakfast and review of the day's travel map. Each rider will then take off, cycling at his or her own pace, with others or alone. It's an individual quest. The group will come back together each evening over dinner.

Does Sohrab have any trepidation about the trip ahead? He feels fit and ready given that he rides 3 or 4 days a week now. "I'm not nervous about the trip," reports Sohrab, "but I don't love the idea of being away from my family. That will be the hardest part." Sohrab's daughter, Farah, lives in Santa Monica, California and will give him a warm sendoff. He'll keep in touch by phone and Facetime along the way. The rest of his very supportive family, who lives in Massachusetts, will be waiting for him when he arrives at Revere Beach in Revere, Massachusetts on June 29th; his wife, Judith, of 46 years, three other children (including Darius who works for the Webb PCD out of the Bellingham branch), and six grandchildren. Sohrab smiles as he thinks about his grandchildren. "Baba," as they call him, is their hero.



Sohrab Omidbakhsh will ride to benefit the Make-A-Wish Foundation, an organization that continues to provide loving support for one of his grandsons.

"There's so much going on at Webb. I have loved being a part of it. Everyone should recognize the value this company brings to their lives and to the lives of their families."

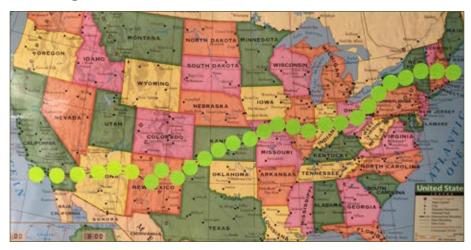
- Sohrab Omidbakhsh





Continued from page 13.

Riding into the Future



The green dots show Sohrab's path across America.

"It's now or never," says Sohrab. Now in his 8th decade, he is grateful for good health and good genes, the latter of which he says is the best gift his father gave him. From one state to the next, Sohrab will ride and enjoy the peace and solitude that cycling brings him. He'll have much time to reflect upon the good fortune he believes life has brought him since he immigrated from Iran to the United States in 1971 to attend college. And to contemplate what comes next. He imagines a future that includes volunteer work, fixing things, time with family, and more riding adventures in other parts of the world.

Tens of thousands of volunteers, donors and supporters advance the Make-A-Wish® vision to grant the wish of every child diagnosed with a critical illness. In the United States and its territories, on average, a wish is granted every 34 minutes. We believe a wish experience can be a game changer. This one belief guides us and inspires us to grant wishes that change the lives of the kids we serve.



If you're interested, you can find Sohrab Omidbakhsh's fundraising page at: secure2.wish.org/site/TR/WishYourWay/Make-A-WishMassachusettsandRhodelsland?px=4753313&pg=personal&fr_id=3156

You can also link to the page from Sohrab's Facebook page.



Jeff Pope (back row, fourth from right) and the rest of the Board of Directors of Affiliated Distributors

Affiliated Distributors Board of Directors Meeting

Affiliated Distributors (AD) is an organization that brings together independent distributors and suppliers. With annual sales of \$41 billion across seven industries and three countries, AD is North America's largest marketing/buying group for construction and industrial supplies.



SHOUT OUTS

At F.W. Webb we make sure that every customer interaction counts. Here are examples of our Webb branches offering superior customer service and building strong customer relationships.

Commercial & Industrial Pumps Division Solves Customer Puzzle



Coldbrook Energy, an oil company, in Hampden, ME was in urgent need of a new vertical sump pump. The one they had was old, rusted and no longer working properly. The pump is a necessary part of their operations to separate oil and water and ensure that oil contaminants are not left in the water.



Since the pump had been built with the facility, Coldbrook Energy didn't have important information needed to determine the right replacement pump. They called on the F.W. Webb Commercial & Industrial Pumps division for guidance. F.W. Webb Sales Engineer, Tarad Nadeau, visited the site to take down dimensions, factor in flow calculations and sketch a solution. A quote was provided the next day and shortly thereafter a new pump from Gusher Pumps was installed.

"It was like solving a puzzle," Tarad said. "They knew the rough flow requirement but did not know what the total dynamic head was required by the pump. We knew the voltage and phase of the pump motor, but were not even sure what the horsepower of the existing pump was."

"The new pump is faster and quieter than what we had before," said Kevin Fish, Terminal Manager, Cold Brook Energy. "We've been working with F.W. Webb for a number of years. Whenever I call on them I know that I can rely on their expertise and quick turnaround."



Reengineering a Facility Water Heater System

The F.W. Webb Engineered Products Group (EPG) recently helped an aerospace contractor in CT improve their water heater system. The team reengineered several components to solve many of the issues the customer was experiencing. After discovering problems with the facility's water supply pressure, they collaborated with our Commercial & Industrial Pumps division to build and install a new water booster skid package. This helped the customer save costs and downtime.



Fitchburg, MA Branch to the Rescue!

Last week on a specially cold day with a lot of *no heat* calls I had a large building go down. Needed a large 1610 circulator. Called my local Webb in Fitchburg, quickly said we'll get you one. This was at 9:30 a.m. I continued on my calls and around 1:30 p.m. I was notified part was delivered to my jobsite. They sent somebody on a roughly 100 mile trip to get what I needed. THANKS F.W. WEBB!!!!!



- Bruce W Cloutier, February 20, 2019 by 6 a.m. in time for the emergency repairs.

Pooling our Resources Together

The Syracuse, NY F.W. Webb location impressed their customer, a waste management facility, with our steam expertise. Syracuse Outside Sales Reps Mark Yonnick and Rob Lax conducted a steam trap survey for the facility's boiler combustion air preheat coils. Steam traps are equipment used to remove condensate and non-condensable gasses from a heat transfer system. They require regular maintenance to ensure that the steam traps are not reducing the heating system's energy and cost efficiency.

Did you know?

On average, 10-11 percent of the installed steam traps at a facility may have failed, allowing live steam to escape into the condensate return system. After using temperature monitoring and ultrasonic techniques, the Syracuse team identified a number of failed traps. Rather than replacing the individual traps, they recommended the site use steam manifold stations to save installation time and reduce installed costs. Understanding the benefits, the customer purchased four pre-fabricated manifold stations built with steam traps, PVF and Armstrong International products. Our Engineered

Products Group, which is part of the F.W. Webb Process Controls division, fabricated the steam manifold stations and delivered a plug and play solution to the site for easy installation. The customer was so pleased with the end-result, the Engineered Products Group is currently working on new manifold stations for the facility.



Installed Manifolds at plant site

Contact Corey Post, General Manager at the Process Controls division, for help meeting your customer's needs for steam trap testing at 207-873-7741.



Account Manager Mark Yonnick takes steam trap readings



Steam Trap Manifolds ready for high-temp paint

Customer Questions

Do you have customers that use steam in their manufacturing processes or to heat their buildings? Let them know about our Steam Trap Testing expertise. Here are some questions to get the conversation started:

- Do you currently have a steam trap management program?
- When was the last time your facility had a steam trap audit?
- Are you experiencing rising energy costs?





Webb Cam

Timeout for a little celebration as Marketing Communications Manager, Kim Solie, and office friends anticipate the arrival of Kim's first child. Benjamin Solie was born March 25th. We think he looks like his mom!







You're never too young to be a fan of TB12! Kayla Gelineau in HR and daughter Elyse celebrated the Patriots at our corporate Super Bowl luncheon.

Our Albany, NY branch held one of their biggest events of the year, a St. Patrick's Day celebration. They had over 300 customers in attendance, and 20 vendors participated in the event.





Our Corporate office went green for St. Patrick's Day!

(L-R): Kristin McGann and Jennifer Calouro





Charlotte, daughter of Chris Witti, Canton, MA Outside Sales rep, performed Irish step dancing at our corporate office's St. Patrick's Day breakfast.





Achieving a healthier lifestyle.



Bob Sayball, a truck driver based out of CD, is celebrating a big health milestone. In March of 2018 Bob made the decision to start losing weight and living a healthier more active lifestyle. In just a year he was able to lose 127 lbs.! We caught up with Bob recently to congratulate him and ask a couple questions.

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

A: I changed my eating habits a lot. Driving a truck makes it hard to eat healthy. So I started eating better and cutting out fast food. I also started going to the gym, lifting some weights and doing a lot of cardio.



A: I wasn't happy with my size, and I just didn't feel healthy.

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

A: It's been great. It's just a healthier way of life. I'm not so tired anymore and everything has been really great since losing the weight.

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

A: Find a good person to help you out that is knowledgeable. There can be risks to working out when you just get started. I was lucky to have a couple of friends that were very knowledgeable and able to help me out.



Nan the Nurse regularly travels around the F.W. Webb footprint visiting different locations and advising employees on health and wellness issues. If you have a story you'd like to share, please contact Nan by email at nan@nanthenurse.com!





Family photo time! The Bedford, MA Store team shows their St. Pat's and Red Sox Home Opener spirit.



Who organizes over 4,500 Red Sox and Yankees game tickets? These women do, and it's not an easy job! Thanks to Bedford team members Crystal Stairs, Jennifer Calouro and Amanda Garner for making sure the tickets get to the right locations so that customers across the footprint can enjoy America's favorite pastime.







Bring on Summer!

by Stefanie Harrison, Benefits Manager, Bedford, MA

As we are heading into summer, there are a few reminders
I'd like to share.

International Rx:

The cost of the same brand name prescription in other countries often is a fraction of the price compared to the U.S. Our international prescription drug program through CanaRx lets you obtain brand name prescription drugs at a \$0 copay with no shipping and handling costs.

How does it work?

You can review the list of eligible prescriptions online at FWWebbIntlRx.com. If your medication is listed, ask your doctor to fax your enrollment form and a 3-month supply prescription with 3 refills directly to CanaRx at 1-866-715-6337. Please allow 4 weeks for the first order.

Where does my prescription come from?

Your order will be processed by CanaRx which facilitates the actual dispensing from a pharmacy in Canada, Great Britain or Australia. All medications come in the prepackaged container directly from the pharmaceutical manufacturer. CanaRx does NOT dispense prescriptions.

What if I have questions?

If you have specific questions, please contact CanaRx at 1-866-893-6337.

Financial Wellness:

It is important to review your 401K account on a regular basis to make sure you are on track to reach your savings goal by the time you retire. Our retirement consultants from the Kraematon Group Inc. will be available to meet with individuals at most locations over the next 24 months. Please watch out for information on how to sign up.



If you are not able to attend these meetings, please contact me at stefanie@fwwebb.com and I'll have a counselor reach out to you via phone.

Working Advantage:

We have a partnership with Working Advantage, which gives you access to exclusive savings and special discounts to theme parks and attractions including the Walt Disney World® Resort, Universal Studios®, Las Vegas and New York City shows and performances, Disneyland®, Six Flags and Cirque du Soleil! They also offer savings on car rental, hotels, tours and attractions across the U.S. If you're staying local this summer, save on movie tickets, sporting events and other special events. And feel free to share the code with friends and family!

Visit www.workingadvantage.com and register with company code fwwebb.

The Confusion about Gluten

True or False:

1. Our bodies are not meant to process gluten, so no one should eat it.

False - Gluten has been blamed for many non-gluten-related disorders. However, most people have the proper enzymes needed to break down gluten, which is a complex protein found in wheat. Only about 1% of humans are missing the enzymes to "clean up" the gluten in foods. These are the people with celiac disease.

2. Cutting gluten from your diet is beneficial, even if you don't have celiac disease.

False – Nearly 25% of consumers think that a gluten-free diet is good for you, and 11% of households are gluten free. If you replace a big chocolate cookie with a big gluten- free chocolate chip cookie, you are not going to be healthier.

3. There is such a thing as Gluten sensitivity.

True, probably – There have been conflicting studies. Gluten sensitivity is very different from celiac disease. There is no intestinal inflammation and people with gluten sensitivity may still be able to tolerate small amounts of gluten, unlike those with celiac disease for whom even traces of gluten can be harmful.

Source: Center for Celiac Research and Treatment at MGH Boston

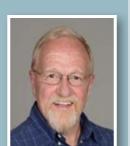






Webb Spotlight

Tim Miller



Webb Vitals

F.W. Webb location: Lebanon, NH

How long at F.W. Webb: 15 years this coming October

Your role at F.W. Webb:

Warehouse Receiver, by title, but involved in shipping and receiving, driving, order picking, stocking, etc.

What's the best book you've read, and why?

The Bible. Reading and studying the bible over the last 25+ years has changed my life. My wife and I enjoy studying in our home with other like-minded folks, wrestling with God's commandments for our lives. It has given me a joy and peace that can only come from God. Trying to follow God's word enables me to say "I'm sorry" when I mess up, along with being able to give grace to others in my everyday walk.

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

I lost a grandson and a nephew to suicide within the last 3 years, and I would love to be able to tell them how important they are and how much they are loved and missed.

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

When I was in my mid-20s I worked for about three years drilling oil wells in Ohio. A few years later I began working with structural steel building high-rise buildings...iron work, if you will. The tallest building I worked on was a 15-story at Revere Beach in Revere, Mass. I was on that job from the time of the first column to the last beam being set. I have been blessed by being able to do some very unique and exciting jobs in my past.

What hobby do you most enjoy?

I most enjoy turkey and deer hunting, especially when I have the pleasure of accompanying a youth hunter during these seasons. It is more exciting for me to have them experience a successful hunt than it is for me myself to be successful. To see the thrill on their face is priceless!

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

When I am at home I like to take my Lab for walks and work on my property. I have a wood shop where I like to make different things. Cutting boards, for instance, is something I enjoy making. I also like to go camping with my wife and dog. It's just nice to get away and relax and enjoy nature. I also enjoy being a grandpa. It's one of the best experiences I am privileged to enjoy.



On the Move



Alicia Criniti has been promoted to *Vice President of Marketing*. She is responsible for building the brands of our wholesale business and Frank Webb Home as we continue to grow across the Northeast. To promote our brands, Alicia oversees the planning, development and execution of multi-channel marketing and advertising initiatives, as well as external and internal communications.



Bryan Tatro has been promoted to *General Manager* of the Williston, VT branch. Bryan started his career in the plumbing trades and owned his own business prior to joining F.W. Webb. In his 10 years with the company, Bryan has gone from Inside Sales, to Store Manager, to Operations Manager. This upward trajectory has led him to his new role where he hopes to take advantage of new

business opportunities that continue to differentiate F.W. Webb from the competition. In his free time, Bryan enjoys camping, riding bikes and fishing with his wife and their two sons.



Megan (Cronin) Martin is the new *Showroom Manager* of our Bedford, MA Frank Webb Home. She first got into retail by working at Pottery Barn and for the past five years she has been at Bedford as a Showroom Consultant. As part of her new role, she looks forward to building relationships with local contractors. Megan received her Bachelor of Science degree in Psychology at Lasell

College. Outside of work, you can find her chasing after her one and a half year-old son, Landon.



With more than 15 years of experience in interior design, **Amy Beth Fournier** is the new *Showroom Manager* of Frank Webb Home in Bellingham, MA. She joined F.W. Webb eight years ago as a Showroom Consultant at our Methuen location. In her new role, she looks forward to getting to know the Bellingham community and creating a great experience for every customer that walks

into her showroom. Amy Beth attended Hesser College in Manchester, NH where she received an Associate's Degree in both Business Science and Interior Design.



The competition was fierce – and HOT – at Lewiston, ME's fifth annual Tailgate Chili Cookoff. Employees cooked up a number of delicious recipes, including Fiery Stepchild, Backdraft Chili and Frenchman's Chili. Congrats to Anthony Caswell, Webb Counter Sales, for being voted the best Chili in a blind taste test by customers and employees.



Jim Harrington, Inside Sales, cooked with his "big Daddy pan" for a Rutland, VT event.





New Operations Managers



Melissa Cogdill has been promoted to *Operations Manager* of the Williston, VT branch. Melissa has been with F.W. Webb since 2017 in the role of Inside Sales. She has a Bachelor's Degree in Business Technology & Management and has previously held management positions in the marketing and technology fields. She hopes to make Williston a place that employees and

customers alike enjoy coming to each and every day. In her spare time, Melissa loves being outside hiking by the water, spinning, and cooking.



Michelle Fedock has been promoted to *Operations Manager* of the company's Central Distribution Center in Londonderry, NH. Michelle joined F.W. Webb 13 years ago and has worked her way up through the ranks from Inventory Controller in Nashua, NH to Store Manager of the Manchester, NH location. Soon after the new CD opened last year, she became their Inventory

Supervisor where she spent the last 6 months leading into this new position. Michelle looks forward to this next challenge. And when she isn't working on the operations there in Londonderry, she likes to focus on her physical fitness.



After 2 years in the CIP program, **Andrew McCormack** has been promoted to *Operations Manager* of the Woburn, MA branch. Andrew started with F.W. Webb soon after graduating from Salve Regina University with a Bachelor's Degree in Business Administration and a minor in Marketing. During his time as CIP, Andrew was a key contributor to the CD Move, the Bronx/Manhattan

setups, and the operations in Woburn. In his new position, he is looking forward to helping the branch continue to grow and exceed their goals. During his down time, Andrew likes to ski, golf and travel when he can.

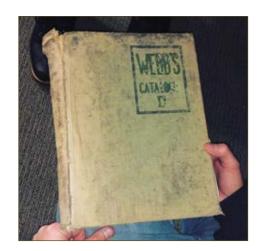


Nathan Peters has joined F.W. Webb as the *Operations Manager* of our Canton, MA location. In this role, he will manage the daily operations of the branch and maintain inventory levels. Nathan comes to Webb from Boston Standard Plumbing where he worked as an Operations Manager for two years. He received his Bachelor of Arts degree in English at Bridgewater State University.

In his spare time, Nathan likes to travel. He has been to 17 countries and hopes to go to Budapest and Austria next.

Additional Promotions

- Kim Anderson from Receiver to Inventory Control, Londonderry NH
- Paul Lawn form System Analyst to System Manager, Bedford MA
- Eric Parker from Warehouse to Counter, Methuen MA
- Mike Ridley from Inside Sales to Outside Sales, Augusta ME
- Jacqueline Rigo from Receiver to Inventory Control, Londonderry NH
- Aaron Rocha from Warehouse to Counter, New Bedford MA
- Rebecca Segovia from Receiver to Inventory Control, Londonderry NH
- Nicole Tinsley from Inside Sales to Outside Sales, Auburn MA
- George West from Counter to Inside Sales, Bangor ME
- Jeremy Umlah from Receiver to Inventory Control, Londonderry NH
- Jason White from Counter to Inside Sales Trainee, Concord NH



Akian Plumbing & Home Services stumbled upon our old F.W. Webb catalogs at the Plumbing Museum in Watertown, MA.



Brattleboro, Vermont Store Manager Mark McAllister (right) dressed in his Red Sox jersey, grabbed a bite with customer John RabIdeau from Jewett P&H at the annual Home Opener counter day.



Webb employees Chip Curtis and Steve McGlynn provided NIRON hands-on customer training in Albany, NY.
An innovative piping system that can be installed in place of copper and steel, F.W. Webb is the exclusive distributor of Nupi Americas' NIRON product in the Northeast.

New Store Managers



Jordan Ayers has been promoted from the CIP program to *Store Manager* of the Ellsworth, ME store. He joined Webb a year and a half ago as CIP in Bangor after graduating from the University of Maine in 2017. Jordan hopes to build strong relationships with the customers in Ellsworth as he works to continue the sales

growth there. He is excited to be moving near Bar Harbor where he can enjoy the outdoors. In his free time he also enjoys playing basketball and rooting for his favorite sports teams.



Dave Pope has been promoted from the CIP Program to *Store Manager* of the Watertown, MA location. Dave joined F.W. Webb full time after earning his Bachelor's Degree in Economics from Union College three years ago. In his time with Webb, he has worked in the Boston and Malden stores, contributing in a variety of ways. He also

branched out to fill important roles during the CD move and New York City acquisitions. In his new position, Dave plans to build on the great foundation that exists in Watertown to continue to grow the business and provide an excellent level of customer service. He is excited about the team he has in place and he hopes to provide a positive and competitive environment that helps them to continually raise the bar. Outside of work, Dave enjoys playing golf with his dad. He's always rooting for all the Boston sports teams and of course Mr. Eldrick "Tiger" Woods.



Lucas Winters is now the *Store Manager* of the Pittsfield, MA store. He has been with Webb for 14 years where he has spent time working the counter, inside sales and even had a prior stint as a store manager. In Pittsfield, Lucas is looking forward to growing customer relationships in the area and hopes to continue the development of

the already strong team. He has 5 (soon to be 6) children that occupy a lot of his free time but he also likes to get out hunting when he can.

New Employees: January - April 2019

Natasha Arce-Boisvert

Selector Londonderry NH

Richard Blakney Replenishment Londonderry NH

Peter Berg Layout Canton MA

Eugene "Brian" Blaisdell Counter

Lebanon NH

Steven Candrilli

Inside Sales Bronx NY

Paul Capano Warehouse Woburn MA

Fernando CartagenaWarehouse
Bellingham MA

Daniel Clark Inside Sales Brockton MA

Deborah Collins Commercial HVAC Administrator Augusta ME

Daniel Cooper Inside Sales Lewiston ME

Samuel Coutu Warehouse Dover NH

Paul Daigneault Outside Sales

Fitchburg MA

Robert Daly

CIP Elmwood Park NJ

Aaron DamonShipping Supervisor
Portland ME

Portland ME

Ernesto Daveiga

Intern Brockton MA

Donald Davidson Inside Sales Brockton MA **Troy Day** Driver Oakland ME

Anthony DematteoWarehouse
Brattleboro VT

Frank DeNome CIP Newburgh NY

James Desjardins Inside Sales Springfield MA

George Dicesare Sr Principal Engineer Alliance Env.

Paige Dolbeare Selector Londonderry NH

Jason Durgin Replenishment Londonderry NH

Brian Emery General Clerk Plymouth MA

Blaine Fardella Inside Sales Allentown PA

Christine Fisher Showroom Sales Consultant Meriden CT

Michael Flynn Tractor Trailer Driver Londonderry NH

Toni Flynn Office Administrator Manchester NH

Chad Garceau Inside Sales Bangor ME

Andrew Gerrity Driver Hyannis MA

Austin Goldstein Outside Sales Brockton MA

Marissa Goldstein Receptionist Needham MA Jean Gonzalez Paulino

Warehouse Methuen MA

Victor Mercado Guero Warehouse

Methuen MA

Andrew Healy
Inside Sales

Riverhead NY

Karen Heerlein Showroom Sales Consultant

Jessica Hills Showroom Sales Consultant Dover NH

Hvannis MA

Aaliyah Hunter Selector Londonderry NH

Ryan John Driver Barre VT

Damon King Counter Nashua NH

Cody Kosinski Driver Dedham MA

Keith Ingram Driver Bronx NY

Harrison Jordan Driver Piscataway NJ

Eric Kezima Inside Sales Woburn MA

Troy LarsenWarehouse
Windham ME

Joseph Lavato Counter Springfield MA

Keith Leblanc Counter Auburn MA

Diego Lebron Warehouse Bronx NY **Travis Legeyt**Driver
Springfield MA

Celeste Ludwig Malloch Receiver Londonderry NH

Christopher Maristany Counter Bronx NY

Eric Martinez
Outside Sales
Riverhead NY

Dylan McCarthy Warehouse Hartford CT

Max McDonald Warehouse Windham ME

Scott McLaughlin Warehouse Bangor ME

Bryan McNamara Outside Sales Caribou ME

Corey Mercier Warehouse Northampton MA

Daniel Morganelli Counter Lebanon NH

Timothy Nason Counter Bangor ME

Leslie Orne Warehouse Portland ME

Michael Ortiz Warehouse Canton MA

Owen Ortiz Driver Woburn MA

Jeffery Osborne Warehouse Bangor ME

Bhupendra Pandit Warehouse Hyannis MA Malaura Pannoni Inside Sales Waterford CT

David Patzarian Commercial HVAC Estimator Ballston Spa NY

Justin Pavlak Warehouse Riverhead NY

Andrew Perkins Warehouse Bedford MA

Daniel Perrotta Sheet Metal Mechanic Haverhill MA

Nicholas Pieck Warehouse Ballston Spa NY

Devon Pierce Warehouse Sturbridge MA

Robert Pringle Counter Plymouth MA

Krishna RangasammyWarehouse
Hartford CT

Daniel Reasor Selector Londonderry NH

Ana Rivera Selector Londonderry NH

Scot Saucier Intern Warwick RI

Charles Schmeer Driver Plymouth MA

Christian Smith Warehouse Manchester NH

Adam St. Hilaire Program Analyst Bedford MA

Renee Stacy Selector Londonderry NH

Timothy Staniels Outside Sales Hyannis MA **Travis Stevens**Counter
Pleasantville NJ

Michael Strazzere Warehouse Bedford MA

Jason Szumski Inside Sales Northampton MA

Ginelle ThompsonShowroom Sales
Consultant
Bedford MA

John Toomey Warehouse Hyannis MA

Francisco Marcano Torres Warehouse Springfield MA

Michael Troisi Outside Sales Seabrook NH

Jayne Underwood Showroom Sales Consultant Exeter NH

Luis Vargas Warehouse Methuen MA

Henry Villa Warehouse Methuen MA

Sean Welch Warehouse Hartford CT

Julia Wersackas Showroom Sales Consultant Seabrook NH

Thomas Westen Inside Sales Piscataway NJ

Jonathan WhitemanCounter
Plattsburgh NY

Nathan Willette
Counter

Robie Wilson Driver Lowell MA

Windham ME

Anniversaries: Oct. - Dec. 2018

5 YEARS:

William Almy Ballston Spa NY

Jennifer Anderle Hartford CT

Joshua Bower **Brockton MA**

Jeff Dean Sturbridge MA

Warren McGraw Brockton MA

Gerald Shelley

Syracuse NY **Linda Del Sol**

Falmouth MA

Kevin McCormick Bellingham MA

Jonathan Benner Allentown PA

Robert Eck Allentown PA

Steven Frank Allentown PA

Mike Henderson Allentown PA

Jeff Lutz

Allentown PA **Jeanette Marakovits**

Allentown PA

Tak Wu **Bronx NY**

Theresa Papaleo Newburgh NY

Ed Kramer Allentown PA

Brian Murphy

Bedford MA **Brian Gosselin**

Dover NH

Joe Martin Albany NY

Jeff Roberts Dover NH

Randall Dupuis Albany NY

James Martin Allentown PA

James McKenna Cazenovia NY

Dale Swartz Hyannis MA

Robert Rhein Waterford CT

Mike Monahan Londonderry NH

David Newman Hartford CT

Javier Perez Boston MA

Jacob Hutcheon Syracuse NY

10 YEARS:

Matt Bliven Syracuse NY

William Cappella Nashua NH

Mark Caulfield Londonderry NH

Rav Kallas New Haven CT

Peter Paro Waterford CT

Mike Ponte Waterbury CT

15 YEARS:

David Bruno Exeter NH

Rich Comeau Seabrook NH

Bobby Fortes Brockton MA

David Jacovino Waterbury CT

John Jannetti Londonderry NH

Mike Kennedy Piscataway NJ

Richie Khuu Canton MA

Ruth Martin Bedford MA

Mike Shipman Utica NY

David Sills Hartford CT

Raymond Sirois Londonderry NH

Pamela Walkiewicz Hyannis MA

20 YEARS:

Chris Buchinsky Springfield MA

Jennifer Corkery Bedford MA

Mark Daly Lowell MÁ

Tristan Lawe Oakland ME

David Randall Bangor ME

Rhonda Winter Bedford MA

25 YEARS:

Tim Bache Greenfield MA

30 YEARS:

Kevin Downing Concord NH

Lisa Matvichuk Bedford MA

35 YEARS:

Ray Evans Albany NY

Warren Grant Bangor ME

Peter Kelleher Warwick RI

40 YEARS:

Thomas Moore Methuen MA

Pipeline is the employee newsletter of the F.W. Webb Company. It is published quarterly in February, May, August, and November by the F.W. Webb Marketing Department. Employee submissions – news tips, articles and photos – are welcome and encouraged at pipeline@fwwebb. com. Current and back issues are posted on the company intranet. Pipeline is an internal publication for employees only.

Retirees

Estelle Bucknam after 21 years Oakland ME

Dennis Chadwick after 13 years Queensbury NY

James Forzese after 2 years Methuen MA

George Hinckley after 19 years Albany NY

Thomas Kowalcky after 12 years Hartford CT

Stephen McColgan after 8 years Brockton MA

Michael Norton after 14 years Woburn MA

Stephen Perro after 17 years Winslow ME

Peter Quicci after 10 years Waterbury CT

Gregory Reed after 35 years Albany NY

Charles Robicheau after 20 years Bangor ME

Stephen Theberge after 35 years Lewiston ME

Births

Susannah Coopersmith born 11/20/18. Daughter of Aaron Coopersmith, Pittsfield MA

Lorenzo Catanzariti born on 3-24-19. Son of Corey Catanzariti, Manchester NH

Kinsley Corbin born on 12-24-18. Daughter of Gabriel Corbin, Bangor ME

Ava Felch born 3-20-19. Daughter of Jared Felch, Barre VT

Spencer Largay born on 2-6-19. Son of Tim Largay, Bangor ME

Georgia Lucci born 1-12-19. Daughter of Rob Lucci, Hyannis MA

Merrin MacCallum born 2-17-19. Daughter of Jeremy MacCallum, Methuen MA

Alice Meehan born on 1-30-19. Daughter of Sean Meehan, Utica NY

Yadiel Quinones born on 1-12-19. Son of Allen Quinones, Hartford CT

Livia Robinson born on 4-9-19. Son of Aaron Robinson, Ellsworth ME

Ava Roy born on 1-2-19. Daughter of Robert Roy, Fitchburg MA

Melanie Salazar born 3-17-19. Daughter of Cesar Salazar, Watertown MA

Benjamin Solie born 3-25-19. Son of Kim Solie, Bedford MA

Kaylum St. Hilaire born on 4-7-19. Son of Adam St. Hilaire, Bedford MA

Liam Switzer born 3-2-19. Son of Zachary Switzer, Augusta ME