

## Growing from a Position of Strength

F.W. Webb has a new sales management team with an important mission: Help the company grow the business quickly – to \$1B and well beyond.

Four new professionals have been hired to enhance our sales goals. Along with a veteran of F.W. Webb, they are moving expeditiously with branch management and the sales organization to maximize existing customer relationships and uncover new opportunities. Meanwhile, a fifth sales professional has been hired to help establish and grow sales of our new water works discipline.

“We now have in place an exceptionally strong sales team that embraces our goal of aggressive growth,” said COO Bob Mucciarone. “We are now strong across the board, from Operations to Sales, with the right people in place to move us forward.”

### Growing the Business

Establishing a cross-selling mindset across all our disciplines is a key component for growth. “We have a vast offering of all the products our customers need, from the building to the street,” Bob said. “We want our existing and new customers to think of us first for all their needs, so we must always provide the right products to match their needs, in-store or delivered timely – every time.”

Growth will also come from expanding our offerings and our footprint: “We plan to grow both organically and through acquisition,” Bob said. “When we see an opportunity, it’s likely we will strike.”



*Story continues on page 2*

### New Sales Management Team Established

See pages 3 & 4

### Larger CD Planned

See page 2

### New Location

See page 2

## THE SCOOP By Bob Mucciarone



As you probably know, our **sales leadership project** is complete. We now have a strong lineup in place to aggressively drive sales throughout the company. The plan we had discussed for a while came to fruition over the last few months.

We now believe we have a strong operation along with the sales leadership to grow steadily over the coming months and years.

We are in the due diligence stage of completing the acquisition of **Lincoln Supply** in Trenton, New Jersey. It hopefully will be completed by late June. Lincoln Supply will be an F.W. Webb location and a twig of our Elmwood Park, NJ branch.

Finally, we want to talk a little about our **Health Insurance Plan**. With the Affordable Care Act (ACA) and other market conditions, controlling the costs of this plan is monumental. We do what we can in the wellness arena to try to drive costs down. One of our main considerations has always been the network and the availability to all participants. Blue Cross/Blue Shield has a great network with many medical providers.

In the past months, however, it has become apparent that the plan’s costs in conjunction with the ACA are much too high for what we get. We believe we can save more than \$1M per year by moving to another health insurer.

We are actively pursuing alternatives but no decisions have been made. Our main focus is minimizing disruption to all participants while reducing costs. We will keep you updated.

### Did You Know?

*CD Sales currently sells to nearly 60 countries.*



See page 10  
for more Webb Cam.

*Continued from page 1*

## Significant Growth Planned

The establishment of a new 1M-sq.-ft. CD, allowing us to enhance inventory with larger quantities and greater offerings, is in the planning phase (see more below).

We are also continuing to selectively enhance wholesale locations and showrooms and have an active program to attract interior designers and architects to our key showrooms.

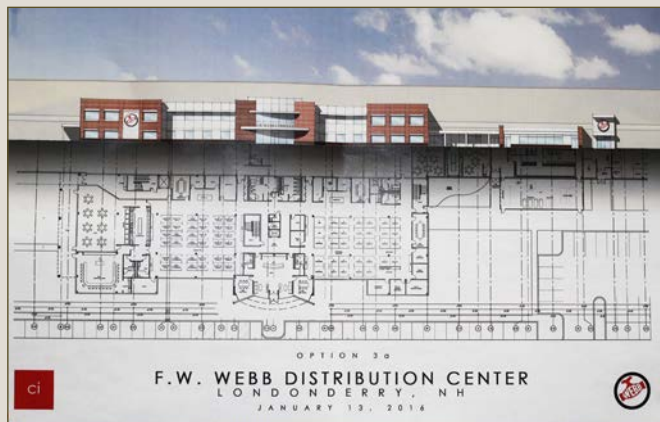
Another significant opportunity is in the Water Works industry. Aging municipal infrastructure and concerns about water quality are driving demand in the Northeast. We plan to grow this business across the territory.

## Larger CD on the Horizon

Plans are in the works for the company to establish a new CD more than double the size of the current facility in Amherst, NH. If all goes according to plan, the one-million-square-foot CD will be built in Londonderry, NH this fall, with opening set for 2017. Stay tuned to *Pipeline* for more on this story as things develop!

### Londonderry was selected for three important reasons:

- 1. Our people.** We wanted a location not far from our current Amherst CD to retain all of the 140 employees working there.
- 2. Highway access.** We needed convenient access to major highways to expedite daily deliveries to the nine states where we do business.
- 3. Location Location Location:** The southern NH area is within three hours of 85% of our delivery locations and within two hours of 75% of our delivery locations.



## New Location Opens in Oakland, ME

F.W. Webb's newly constructed 38,000-sq.-ft. facility in Oakland, ME is officially open for business. Designed to serve residential and commercial contractors, this new location is fully stocked with 12,000 different plumbing, heating, HVAC, refrigeration, and LPG products. It offers more than three times the number of products and more disciplines than were previously available in the company's nearby Winslow, ME location.

General Manager Nick Pelletier reports: "Customers are amazed by what the Oakland facility has to offer and are attracted to the one-stop-shopping convenience. Counter traffic has been steady and continues to grow as the team welcomes old customers and new alike."

The Oakland store is staffed by seven F.W. Webb associates who transferred from Winslow, all operating under the leadership of Store Manager Shane Kibler, who transferred from the South Portland, ME location.

Prior to the opening of Oakland, trade contractors were serviced out of Winslow, which also serves the needs of the area's industrial customer base. The Winslow location will now solely operate as an industrially-focused location and remain the home base of the Process Controls Division.

A Frank Webb's Bath Center showroom is scheduled to open at the Oakland site later this year, becoming the 5th showroom in the state of Maine.

## Meet the New Sales Team

### Tom Santer, Vice President of Sales



Tom Santer is overseeing all sales initiatives and activities across all product lines representing the company's 15 areas of expertise. He is concentrating on aggressive sales growth, especially across our core businesses: Plumbing, Heating, HVAC/R and PVF. Tom is a goal-driven and energetic leader with 20 years of extensive industry and B2B and B2C experience. As head of sales, he is responsible for establishing best practices, prioritizing opportunities, driving business, and setting long-term sales strategy for each discipline. Both the wholesale locations and the

Frank Webb's Bath Center showrooms are part of his purview. Tom is intent on not only maintaining the company's leadership position in the Northeast but urgently compelling it to the next level. Before joining F.W. Webb in 2016, Tom held numerous executive leadership positions, including VP of sales for Grohe and VP of distribution strategy at American Standard. Tom earned a Bachelor of Science degree in Marketing and Political Science from SUNY Cortland in Cortland, NY.

### Gregg Leighton, Director of Trade Sales



Heading up plumbing and heating trade sales, and reporting to Tom Santer, is Gregg Leighton. A 20-year industry veteran, Gregg directs sales and product management of thousands of F.W. Webb products, including the company's private label brands: PurePro, TRIO, Advantage, and Deriva. He also oversees the company's wholesale operations and management of the Frank Webb's Bath Center showrooms. Gregg focuses on providing the highest quality products and training, along with innovative solutions and support, to plumbing and heating contractors,

homeowners, designers, and architects. Before joining F.W. Webb, Gregg held numerous industry positions and was recognized for his leading-edge programs. His previous work in sales, distribution, and sales/product management is comprehensive – spanning heating, plumbing, HVAC, automation, industrial, institutional, municipal, geothermal, and solar. While earning a Bachelor's degree in business from Nichols College and a year after graduating, Gregg worked as a plumber in the Boston area.

### Joe Ruggiero, Plumbing and Heating Products Manager



A 15-year employee of F.W. Webb, Joe Ruggiero has assumed an expanded role in the new sales organization. Reporting to Gregg Leighton, Joe is now responsible for both the plumbing and heating product lines, including the company's private labels, PurePro, TRIO, Advantage, and Deriva. Joe takes the lead on new plumbing and heating products, promotions, and product introductions. To ensure we stock the best products along with the best training and support, he stays connected to customers and partners closely with manufacturers and vendors. Prior to this new

role, Joe was the Heating Products Manager for F.W. Webb. He began his 35+ year industry career as a professional HVAC installer after graduating from the New England Institute of Industrial Technology. An expert on hydronic heating, Joe is a member of OESP (Oil & Energy Service Professionals).

**"We are going to kick over every rock to grow the business; cross-selling and business development are huge opportunities for us."**

**– Tom Santer**  
*Vice President of Sales*

*Continued on page 4*



*Continued from page 3*

## Michael DelConte, Heating Sales Manager



A heating equipment and accessories specialist with 15 years of experience, Michael DelConte is thoroughly steeped in all types of heating systems. As the new Heating Sales Manager, Mike is concentrating on hydronic and radiant systems, including sales of the TRIO and Advantage boiler lines, PurePro indirect water heaters, and other hydronic offerings from our lineup. Mike has a passion for superior customer service and sales support. He is traveling extensively across the territory to collaborate with branch managers and sales associates on customer needs and growth opportunities. He reports to Gregg Leighton and works closely with Joe Ruggiero. A member of PHCC and BRAGB (Builders & Remodelers Assoc. of Boston), Mike is active in the industry. He has a BA in Business Management and Marketing from the UMASS Amherst Isenberg School of Management and an MBA from UMASS Boston.

## John Fleming, Plumbing Sales Manager



John Fleming is the company's new Plumbing Sales Manager. A knowledgeable professional with more than 30 years of experience, John brings a vast amount of industry, sales and products expertise to F.W. Webb. He, too, works closely with Joe Ruggiero and reports to Gregg Leighton. And, while he may be a new employee, he's no stranger to the company. As a regional sales manager for Urell, John interacted frequently with many of our locations and represented many of our major product lines. John has been on all sides of the business, including as a construction supervisor and home improvement contractor. He believes every single customer, no matter how small, is important to F.W. Webb – and is actively partnering with branch management to grow the plumbing business. John has a Bachelor of Science degree in Business Management and Marketing from Northeastern University. He also holds certificates in advanced HVAC system design, advanced hydronic heating, and radiant heat, among others.

**"We now have in place an exceptionally strong sales team that embraces our goal of aggressive growth."**

**– Bob Mucciarone**  
Chief Operating Officer

*Part of the company's new strategic sales plan is the establishment and growth of the water works business. To assist in this effort, F.W. Webb has hired a new sales manager with water works expertise:*



## Mike Stanton, Sales Manager, Water Works Division

A 20-year industry veteran, Michael Stanton is the new sales manager of the Water Works Division, reporting to Bob Mucciarone. Mike joined F.W. Webb from H.R. Prescott & Sons, where he served for 15 years as sales manager. Prior to that he was a sales representative with Bay State Water Works Supply. Mike is leading the F.W. Webb plans to build the Water Works business across the Northeast. He is responsible for building a team of experienced industry professionals that provides the quality products, exemplary service, and in-depth expertise for which F.W. Webb is known. Mike will work closely with product manufacturers and vendors, and be actively involved in the industry as a member of MWWA (Mass. Water Works Assoc.), NEWWA (New England Mass. Water Works Assoc.), and UCANE (Utility Contractors Assoc. of NE). He also serves as the chairman of the Westborough/ Shrewsbury, MA. Wastewater Treatment Plant Board and is a past president of Little League Baseball in Westborough, MA.



## Legacy of Leadership Corner

## Ancestor #4: Herbert Warren Thorndike

*Next issue: Roger Pope*



**Herbert W. Thorndike**  
(1876-1945)

Herbert Warren Thorndike was a mere lad of 18 when he began with the company in 1894. He was hired by Frank W. Webb, who at the time was GM of the Boston branch of the Henry McShane Co. By all accounts, Frank took Herbert under his wing and had a great deal of confidence in this young man's capabilities, seemingly intent on grooming him for leadership.

### Years with Frank

Just four years after joining the company, Herbert became assistant GM. A year later (in 1899), Frank Webb bought the Boston branch from the McShane family. The following year Frank renamed the company and appointed Herbert as Secretary of the new F.W. Webb Manufacturing Co. In 1904, Herbert was elected "Treasurer," and then in 1909, at 33, he was promoted to vice president.

Forced to rise to the occasion in 1912, Herbert assumed leadership of the company as president and GM after Frank Webb's sudden death. It is plausible Herbert was the author of the heartfelt and gracious tribute the company issued upon Frank's death (reprinted in the April 2016, vol. 21, *Pipeline*, page 8), in which Frank is referred to as a "tried and trusted companion, a true friend." Clearly, the two men had deep respect for and trust in one another.

### Personal Life

Herbert was a Massachusetts native and the son of Joshua and Nellie (Warren) Thorndike. He was born in Chelsea on April 11, 1876, coincidentally the same date Stults & Co. officially opened its doors 10 years earlier. He graduated from Malden High School and Bryant & Stratton Commercial School. In 1898, he married Norah Knight and the couple settled in Dorchester, Mass. for most of their married life. They did not have any children. Herbert was an active member of the greater Boston community, as member of the Masons, Odd Fellows Club, Republican Party, and Protestant faith.

### The Business Side

Among his many duties at F.W. Webb, Herbert had the task at capturing the minutes of each Stockholders Board Meetings. The original documents he carefully penned still exist in the company's archives.

Like Mistrs Stults, Mansur and McShane before him, Herbert was also an inventor and held several patents. His first, approved in 1912, was for a jet head for drinking fountains. He also received a second patent the same year for a flood connection.

Much like Frank W. Webb, Herbert W. Thorndike was also known by his first two initials. Both men were intelligent, refined and well respected in the industry and Boston community. In addition to being the president of F.W. Webb, Herbert was also president of the Confederated Supply Association and the New England Sanitary Club. He was a founding member of the Plumbing & Heating Wholesalers of New England. In 1915, he made the prestigious "Who's Who in New England," a list of influential men and women in the six-state region.

### Depression Years

During the Great Depression, the company began to flounder. In 1931, with sales down 29%, Herbert took a 49% pay cut. In the same year he wrote, "In the dark soil of depression are germinated the flowers of prosperity. Now is no time for hanging heads and lagging feet. It is an hour for courage, confidence and conquest." A brave statement given Webb's financial situation and the dire economic conditions. Nonetheless, after devoting an entire career of nearly 40 years to F.W. Webb, he decided to sell the company in 1932 to someone willing to see it through the malaise of the times. That someone was Roger W. Pope of Swampscott, Mass.



*In this photo of F.W. Webb management taken in 1908, a young Herbert W. Thorndike sits near his mentor Frank W. Webb (seated center).*

### Life after Webb

After Herbert departed from F.W. Webb, he became director and treasurer of New England Welding Laboratories in Boston. In 1945, he died just a month shy of his 70th birthday. In notifying its members of his death, the Plumbing and Heating Wholesalers Association noted "he had contributed liberally of his time and effort for our industry."

Herbert was indeed an important leader in the distinguished line of intelligent and noble men who came before and after him in the history of the F.W. Webb Company.

## F. W. Webb Welcomes State Line Supply

F.W. Webb opened the doors to its 12th location in the Granite State on April 8th after acquiring the assets of State Line Supply in Seabrook, NH. Conveniently located in the state's Seacoast Region, State Line Supply was previously owned and operated for the past 30+ years by the Gaffny family, providing quality products and personal service to plumbing contractors throughout the region. The new Seabrook location has been rebranded as F.W. Webb.

Now, under the management of the Dover, NH team, Seabrook Store Manager Justin Gelinas and his crew will continue the location's proud tradition of putting customers first. With a commitment to serving contractors as diligently as the previous owners, the team is offering customers a broadened range of products, resources and services. But we're not stopping there: construction plans are underway for a new, expanded building in Seabrook.



*Seabrook Store Manager Justin Gelinas loads the ReStore truck with a Habitat for Humanity foreman (wearing cap).*

## Seabrook Inventory Goes to a Good Cause

What do you do with 40 pallets of new toilets, sinks, flush valves, faucets, showers, tubs and more that are in perfect working condition but have lost their resale value? Donate them, of course!

As the F.W. Webb Dover, NH team – led by OM Brian O'Leary – worked tirelessly to empty the State Line Supply warehouse of discontinued materials, they carefully identified items that were in good working condition. Then, they prepared a massive donation to the Southeast NH Chapter of Habitat for Humanity.

All the goods went directly to ReStore, the Habitat for Humanity outlet in the area that sells building and construction materials to the public at 30-80 percent below retail cost. Proceeds from ReStore sales benefit the organization's mission of providing safe, decent, affordable, and energy-efficient housing to hard-working, low-income families in Strafford and Rockingham counties in NH.

While reflecting upon the mountain of work required for the Webb team to identify materials suitable for donation and for the Habitat team to accept the huge donation, Brian said: "One thing that stuck out was the like-minded mentality shared by the ReStore and F.W. Webb teams in terms of ignoring the obstacles in order to get the job done. Despite a tight timeframe, all deadlines were met."



*Seabrook Store Manager Justin Gelinas with pallets of sorted toilets and tanks readied for donation.*

**"As a team and with a great attitude, we were able to accomplish our goal of clearing outdated stock in Seabrook while helping the surrounding seacoast community."**

**– Brian O'Leary**  
*Dover, NH Operating Manager*



*(L-R): Ryan Drouin (Dover, NH), Erick Tashereau (Seabrook, NH), and Dwayne Sanger (Dover) worked on a Saturday to prepare the donation.*



## Keeping the Presses Rolling with Transair from F.W. Webb

While the publishing industry may be undergoing dramatic changes and consolidation with society's rapid adoption of digital communications and social media, don't be fooled. The presses are still rolling.

In Taunton, MA, a new 330,000-square-foot printing plant, owned and operated by the Boston Globe, is coming online with a little help from F.W. Webb. When fully operational in 2017 the facility will be abuzz with activity – busily printing the Boston Globe and several other newspapers, including the New York Times, Boston Herald, Worcester Telegram and Gazette, and Lowell Sentinel. Called Boston Globe Publishing Services, the Globe's new plant will function as a clean, efficient operation for its printing needs and those of its clients. By using the most advanced printing technology, equipment and supporting infrastructure, the Globe expects to produce a high-quality product at maximum cost effectiveness.

### Transair Delights

At the onset of the design process for the new facility, the Transair aluminum pipe system was spec'd by the project's engineering firm out of Cleveland, as the best way to convey compressed air and serve as a vacuum line to help move printing ink from storage tanks to presses.

The local contractor, Patriot Plumbing (whose parent company is Northeastern Mechanical), had never worked with Transair and was both hesitant and skeptical at first, according to Gary Rose, product manager in the F.W. Webb Industrial PVF Specialties Division. This presented an opportunity for the Webb team to not only supply the specified product but also educate Patriot Plumbing and its crew on the benefits of the Transair system and the ease of installation.

"After receiving training and support from us, we converted the contractor into a huge fan," Gary said. "They took to the product quickly and we expect they'll be purchasing additional Transair from us for other projects in the future."

### Gold Standard

The Transair aluminum piping system, in sizes from ½" to 6", is the top industry choice for compressed air, CO2, vacuum, and inert gas applications. F.W. Webb is the exclusive Transair stocking distributor in New England and upstate/central New York. For more information about the product and its applications and to discuss customer opportunities, contact Gary Rose at [gr@fwwebb.com](mailto:gr@fwwebb.com) or 401-265-6249.

#### Transair Features & Benefits

- Fast install
- Flexible
- Reconfigurable
- Durable
- Leak-free
- Corrosion resistant
- Quick connect
- Light weight
- Three color options: blue, green, gray
- No need for fire watch or fire suppression system shutoff during installation



*Gary Rose, Product Manager,  
Industrial PVF Specialties Division,  
Cranston, RI*



*The green Transair piping will serve  
as a vacuum line, while the blue will  
convey compressed air.*



*Compressed air will help move printing  
ink from storage tanks to the presses;  
each tank holds a different color ink.*

## By the Numbers: CD Fleet 2016

Prepared by: David Balch, CD Fleet Supervisor

- Staffed with **25** full-time tractor drivers, **1** box truck driver and **1** supervisor
- Delivers **158** separate routes each week supplying all store locations
- Operates with **30** tractors and **35** large **53**-foot trailers
- **25** of the **30** fleet tractors are equipped with a DEF (Diesel Exhaust Fuel) system\*
- Covered almost **1.5M** miles in 2015 averaging **27,740** miles per week
- Is on pace to drive **1.6M** miles in 2016
- Used **205,134** gallons of diesel fuel in 2015

\*DEF is an environmentally friendly clean fuel burning system that reduces the parts per million level of emissions to very low levels by superheating a truck's diesel exhaust in a separate chamber before it is released.

### Upcoming Trade Shows and Events:

#### June 15, 2016

- Northern VT Trade Show  
F.W. Webb, Williston, VT

#### June 29-30, 2016

- Northeast Buildings & Facilities Management Show  
Boston Convention Center, Boston, MA

#### August 10-11, 2016

- Northeast Propane Show,  
Holiday Inn, Boxborough, MA

#### September 1, 2016

- F.W. Webb NH Customer Appreciation Expo  
Fireside Inn, Lebanon, NH

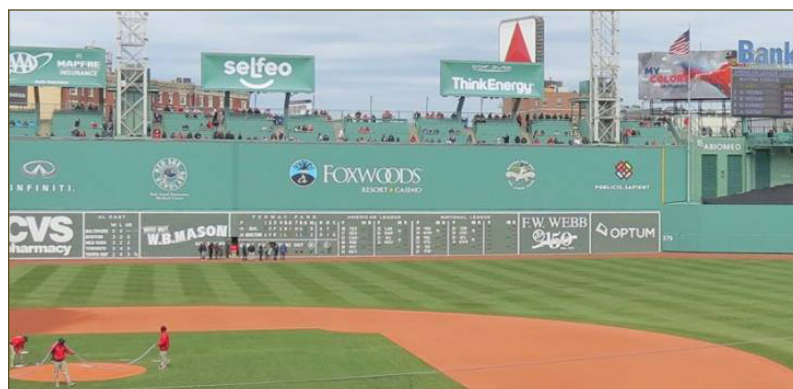
#### September 25, 2016

- NH Motor Speedway Customer Appreciation Event  
Loudon, NH

#### October 5, 2016

- 25th Anniversary ISPE\* Boston Area Chapter Product Show  
Gillette Stadium, Foxboro, MA

\* International Society for Pharmaceutical Engineering



F.W. Webb celebrated its anniversary, the Red Sox home opener, and the debut of our 150th logo at Fenway on the company's anniversary date, April 11. A fan of F.W. Webb and the Red Sox, Corporate Mail Room Clerk Brion Berghaus attended the game as he does annually and snapped these great photos.



## WaterSoft Trainer Available for Your Location

By Jim Paulhus, Product Manager, Water Systems Division



Many of you use manufacturers' reps for training (e.g., Dan Davis Sales in New England, Max Feldman in New York). They do an outstanding job for F.W. Webb but are very busy and training may be delayed due to their schedules. You have another viable option for training within F.W. Webb. I have over 32 years of experience with the WaterSoft product line and have conducted

numerous WaterSoft training seminars for F.W. Webb employees and customers throughout the region. I am available to travel to your location or to your customers to conduct training sessions. Just give me a call at 401-364-3264 or shoot me an email at [jimp@fwwebb.com](mailto:jimp@fwwebb.com). I look forward to hearing from you!



## F.W. Webb History

# Trivia Game

June Edition – Game 4

[Click here to play Game 4](#) ▶

Submission Deadline - July 1, 2016

Name: \_\_\_\_\_ Branch #: \_\_\_\_\_

**What year did Herbert Thorndike become president and general manager of F.W. Webb?**

- A** 1911
- B** 1912
- C** 1932

**Where was Herbert Thorndike born?**

- A** Chelsea, MA
- B** Boston, MA
- C** Dorchester, MA

**Which location is the most recent one acquired by F.W. Webb?**

- A** Seabrook, NH
- B** Londonderry, NH
- C** North Brunswick, NJ

**How many miles does CD predict the F.W. Webb fleet with cover this year?**

- A** 1.2 million
- B** 1.6 million
- C** 1.8 million

**Which F.W. Webb location has a sheet metal fabrication shop?**

- A** Malden, MA
- B** Haverhill, MA
- C** Manchester, NH



*F.W. Webb Company headquarters moved to Columbus Ave., in Roxbury, MA in 1932. Photo of counter taken in 1939.*

### Game 3 Winners

Congratulations to the five winners of the F.W. Webb Trivia Contest from *Pipeline*, April 2016. Each received a \$50 Visa Gift Card.

**Deana Doughty**  
Office, Bangor, ME

**Irene Lagios**  
Office Clerk, Nashua, NH

**Keith Laing**  
Warehouse, Greenfield, MA

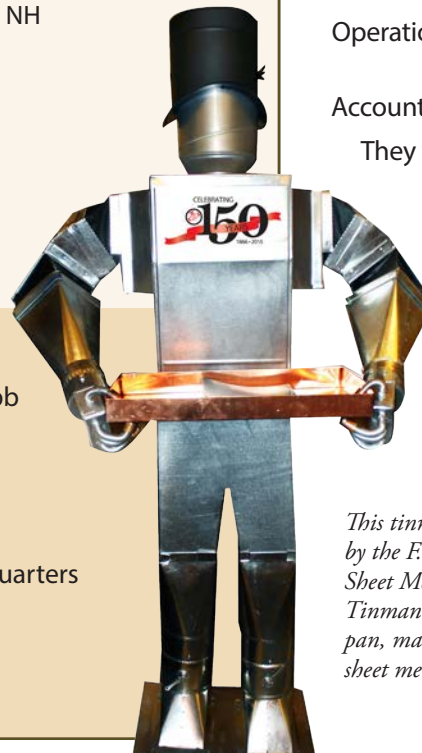
**Joyce Luttrell**  
Operations Manager, Lebanon, NH

**Tracy Wall**  
Accounts Receivable, Dover, NH

They were randomly selected from the batch of correct entries.

### Game 3 (April Pipeline) Questions and Correct Answers:

1. Where did Frank Webb work before he started the F.W. Webb Manufacturing Co.? **Henry McShane Manufacturing Co.**
2. Where was Frank Webb born? **Baltimore, MD**
3. What was Frank W. Webb's middle name? **Unknown**
4. What year did F.W. Webb relocate its original Boston headquarters to Columbus Ave. in Roxbury? **1932**
5. What are the names of the Water Works Division mascots? **Flangeman and Miss Vicky**



*This tinman mascot was created by the F.W. Webb Duct Works Sheet Metal Fabrication Shop. Tinman holds a copper shower pan, made-to-order from the sheet metal shop.*

## Webb Cam



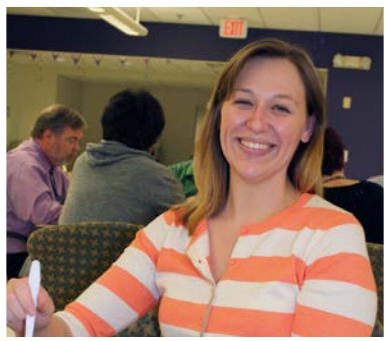
*Manchester, NH crew graciously took a minute to gather for a quick photo when Pipeline popped in unannounced on a beautiful spring day in May!*

## Plymouth, MA



*Plymouth, MA customers gather for a catered lunch from Little Red Smokehouse.*

## Celebrating the 150th



*Annie Chaput, E-commerce Associate  
Web Designer, Bedford, MA*



*Boston GM Tom Blades and  
Dennis Ranahan, Outside Sales*



*Jeff Pope cuts the corporate cake.*



*Albany and Ballston Spa (NY) both served the  
exact same cake for 200 customers combined.*



*Andrew Silverberg from Milwaukee Tool demos  
the new M18 Super Hawk Right Angle Drill for  
customers, while shining in the background is the  
new Milwaukee Stand Light.*

*Chris DiRienzo, Counter Sales,  
Bedford, MA accepted an  
invitation from the Marketing Dept.  
to model a jacket prize give-away  
for a company-wide counter  
promotion. Chris also appears  
in our "Industrial Emergency"  
TV ad. A Webb celebrity in  
the making, we thank Chris  
for lending his many talents  
to the team!*



## Fitchburg Customer Wins the Masters

The F.W. Webb Fitchburg, MA location gave customers a chance to "tee up" to win a Milwaukee Sawzall with their first ever PGA "Masters" contest in early April. Customers earned an entry into the contest for every counter order over \$100. On Friday, April 8, all customers who qualified drew a random golfer from the field of 87. Chip from C H Mechanical drew Danny Willet's name and after an exciting weekend and incredible Sunday finish took home the grand prize.





## NJ Hosts Successful BBQ and Counter Day

By Sean Kelly, GM, North Brunswick, NJ

The North Brunswick, NJ location (Branch 105) held an American Barbecue Customer and Team Member Appreciation Day on May 25. We were ecstatic the event was very well attended with approximately 175 customers. It was fully sponsored by one of our key partners – Manufacturer's Representative, Maloney and Curcio. They generously furnished a fully staffed trailer to provide a live demonstration of the Acorn Vacuum flush unit, which was very well received! This came on the heels of Marilyn Birkenmeier (Commercial Quoting Specialist, North Brunswick) selling one of these flush units for approximately \$150K. A number of other manufacturers were represented, including Sloan, Elkay, Charlotte Pipe, Navien, Chromomite, and Whitehall. And, of course, lots of hardy food was available to all attendees, including a local specialty – sausage and pepper hoagies!



## What's New At Process Controls



### Calibration Trailer Hits the Road

Fully-equipped with a new, state-of-the-art calibration trailer from Endress+Hauser, the F.W. Webb Process Controls Division is on the road bringing certified calibration services to customer locations. This sought-after convenient service is helping facility professionals keep their plant's vital process systems running at peak performance with minimal downtime.

The F.W. Webb calibration trailer is currently traveling throughout New York and New England with fully factory-trained and certified technicians from the Process Controls Division. Services include competitively priced calibration to ISO/IEC 17025 standards, emergency needs, scheduled inspections, and ongoing maintenance.

Contact the Process Controls Division to learn more about the calibration trailer: 800-452-1928 or [process.controls@fwwebb.com](mailto:process.controls@fwwebb.com).

### Easytork Distributor

F.W. Webb has become the exclusive distributor of Easytork products in the Northeast. The F.W. Webb Process Controls Division is stocking Easytork patented high-performance quarter-turn rotary pneumatic vane actuators and associated products. Easytork manufactures innovative and high-quality products with the intent of providing users the best and easiest actuator experience possible. "The Easytork line gives our customers an alternative to traditional failsafe actuation, while saving their facilities actuated valve weight, space and energy," said Daryl Schoellkopf, Process Controls Division GM.





## What's Trending?

Part 1 of 3

Starting with this issue, we are running a 3-part series on bath and kitchen trends with our very own Suzanne Brady, Showroom Sales Manager, based in Bedford, MA.

### **Pipeline:** What is currently the most popular style in kitchens and bathrooms – contemporary, transitional or traditional?

**Suzanne:** Transitional is by far the most popular. It is a harmonious blending of both contemporary and traditional styling that is pleasing to a wide variety of people. Transitional pieces complement all interior homes designs, contemporary or traditional or a mix of both, for an attractive look. Transitional is also the broadest category with an expansive breadth and depth of offerings for the bathroom and kitchen.

### **Pipeline:** What's new and different in sinks?

**Suzanne:** Consumers are gravitating to beautiful kitchen sinks made from durable, non-porous granite composite that resists heat, stains, scratches, and chipping. Choices such as Blanco Silgranit and Elkay E-Granite come in many variations, such as single or double bowls with high or low divides, as well as farmer's sinks. A double granite composite sink with low divides offers the look of a single bowl, with the functionality of a double. It is not only attractive but also facilitates the preparation of food and cleanup afterward.



*The Blanco Silgranit sink is a popular choice.*

All these kitchen sinks are offered in warm to cool earth tones, including white, and are easy to coordinate with today's wide assortment of countertop options. Also new with these sinks is a host of functional accessories, such as high and low drainage grids, cutting boards, and cutlery caddies.

Meanwhile, in the bathroom, full-length trough-style sinks with twin faucets replace the more traditional double sinks for clean, sleek and modern styling.

### **Pipeline:** What's trending for faucet finishes?

**Suzanne:** Brushed nickel remains a perennial favorite. Subtle burnished and rose gold finishes (toned-down versions of 1970s style) are grabbing attention. Faucet finishes tend to mimic the latest fashion and industrial design trends. Black matte and burnished gold, for instance, have become more appealing to consumers after the iPhone was offered in these colors. Powered coat finishes are resistant to spotting and staining. Several manufacturers and lines, including Newport Brass, Moen, DXV, and Brizo, offer faucets in powered coat finishes in many styles and color choices.



## New Styles and Accessories for Deriva

By Marianne Tragakis, Marketing Manager, Bedford, MA

In Italian, the universal language of relaxed, gracious and joyful living, "deriva" means to drift. Our private label brand, Deriva, features shower, bath and kitchen faucets and accessories – all available through the Frank Webb's Bath Center showrooms.

We recently added two new faucet styles to the Deriva line: Ashaway and Pagosa. The Ashaway Collection adds two new traditional-style bath faucets, while the Pagosa Collection adds two in the transitional style.

Deriva also has a new full line of bath accessories for the entire collections, including the Ambler, Zuni, and Linville. These include towel bars and rings, paper holders, soap dispensers, and robe hooks. Deriva also offers granite, quartz and cultured marble vanity tops, which pair nicely with Deriva faucets.

*Deriva™*

*To learn more about the Deriva line, visit your local showroom or [derivacompany.com](http://derivacompany.com).*



*Showroom Associate Rachelle Boland (black dress) speaks to the realtors, with Associate Erin McKim (striped top) in the background.*



*Binghamton Showroom Manager Kelli Truman (right) hands a gift mug to a visitor.*



## Binghamton Realtor Event

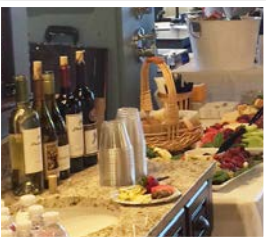
The Binghamton, NY Bath Center showroom hosted a successful Realtor Event on Monday, May 25. Agents from Exit Realty were invited to see and experience the strengths of the showroom. The morning kicked off with an artistically presented breakfast, followed by discussions about F.W. Webb and the Frank Webb's Bath Center showrooms. The Binghamton showroom team focused on the working displays and provided several demonstrations for the realtors. Our private label Deriva line was front and center. Each attendee left with a gift of a Frank Webb's Bath Center coffee mug.

**"I really enjoyed the presentation and seeing all the products. I didn't know this place existed and that it was open to the public! I will spread the word."**

— **Shannon Crescente**, Realtor



## Warwick Hosts Designers



On May 19, the Warwick, RI showroom hosted the "RI Design Community Networking Event," organized by the American Society of Interior Designers, New England Chapter. Attendees received CEU credits for participating in a lecture titled, "One Hour Shower," led

by Moen Showroom Specialist Lani Smith. Refreshments provided by the showroom, networking, and a tour of the showroom followed for the 15 designers in attendance.



*(L-R): Colleen Lawson, Exeter Showroom Sales; Danielle Frank, Methuen Showroom Manager; Kim Cerasoli, Exeter Showroom Sales; and Erica Welch, Exeter Showroom Manager*

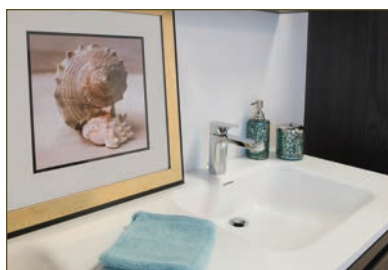
## Derby Day

Two neighboring showrooms – Methuen, MA and Exeter, NH – co-sponsored a Kentucky Derby-themed fundraiser at Rockingham Park in Salem, NH on May 7. The purpose of the event was two-fold; (1) raise awareness of the ServiceLink Resource Center, a non-profit agency serving senior citizens and people with disabilities, and (2) raise money for Friends Helping Friends, which provides funds for a one-time need to people who have exhausted all of their funding resources. The event included a ladies best hat contest, live and silent auctions, bourbon tasting, live betting, and a buffet dinner.





## TOTO “Spotlight” Opens in Needham Showroom



“Spotlight” is the name given to the special products area of expertise and exclusivity currently being installed in several Frank Webb’s Bath Center showrooms. Think of Spotlight as a gallery space providing detailed focus on products that merit specialized knowledge and unique presentation.

Our latest Spotlight features TOTO products at the Frank Webb’s Bath Center showroom in Needham, MA. This particular location, in fact, can proudly boast the largest display of TOTO models in the region (competitors included). With the TOTO Spotlight in place, our experienced associates in Needham are introducing homeowners and interior designers to the superior design and engineering of TOTO’s extensive line, which includes toilets, washlets and bidets – from classic one-piece toilets to the fully-equipped Neorest 750. Visitors to the Spotlight gallery at the Needham showroom can also see sinks, faucets, showerheads and more, all engineered by TOTO, a sought-after and respected brand.

Our first Spotlight was established recently in the South Boston showroom, featuring W2 by WETSTYLE bath fixtures, furniture and accessories. See the April issue of *Pipeline* (v.21, pg. 9) for complete details. And, watch for more Spotlight news in future issues as we roll-out this innovative showroom concept.

## New Hampshire’s “New” Showrooms



*The newly remodeled Nashua showroom*

The newly remodeled and expanded Nashua, NH showroom is now open for business and appealing to a wide customer base, including homeowners, interior designers, architects, and contractors. Beautifully appointed with the latest collection of products for bath, kitchen, lighting, and accessories from the industry’s top brands, the Nashua showroom is a must-stop in this tax-free border state area.

After Nashua, the F.W. Webb remodeling crew moved north and are hard at work transforming the Manchester, NH showroom, which will also become a centerpiece location.



*(L-R): Manchester Showroom Associate Judy True hits the mark with carpenter Sonny Maggiacomo, Showroom Manager Toni Michaud, and Moen representative Lani Smith.*



## Webb Cam on the Road

### Eastern Energy Expo



*F.W. Webb Sales Team at the Eastern Energy Expo, held May 22-26 at Foxwoods Resort and Casino in Mashantucket, CT*

### PHCC Show, New Jersey



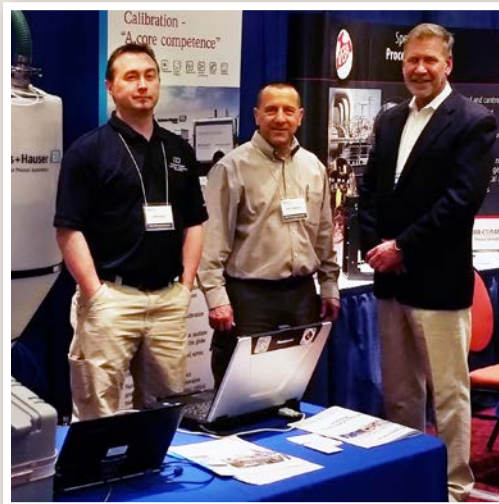
*(L-R): George Dragosz, Push Market Manager (Northeast), Elkhart Products Corporation, and Cory Smith, Store Manager, Pleasantville, NJ*

*The PurePro product line and F.W. Webb branding were highlighted as we introduced ourselves to NJ and PA contractors at our first showing at the PHCC of NJ show on April 21-22.*



### ISA Tech Expo, Buffalo, NY

The Process Controls Division exhibited at the ISA (Instrumentation Society of America) Tech Expo in Buffalo, NY on April 12.



*(L-R): Jim Rogers (Outside Sales, Cazenovia), Jeff Cannizzo (Outside Sales, Pittsfield, NY), and Process Controls Sales Manager Jim Somers*



*(L-R): John Kowalczyk and Jim Davis, both Outside Sales, Cazenovia, NY*

## Bringing a Customer Back Online, F.W. Webb Style

By Pat Zrioka, Outside Sales, Process Controls Division, Winslow, ME



*The Process controls Team on the Sappi job:*

*(L-R): Bud McCauley, Mike Grenier, Darby Otis, Art Freeman, Bill Rackliff, Scott Pullen, Paul Paulette, Scott Fitts, Roger Guimont, Chris Collins, Gary Jackson, and Glenn Varney*

It was all-hands-on-deck the week of May 9th during a spring outage at the Sappi Paper Mill in Westbrook, ME. We assembled one of the largest field service teams to go on-site for the Process Controls Division. Our team repaired or swapped out close to 50 safety relief valves during the five-day outage. And, all of the in-place work was performed on valves 6" and larger. Led by Field Service Supervisor Denzil "Bud" McCauley, the team pulled from the ranks of our Control Valve service, Engineered Process group, welders, and our regulars Safety Valve technicians. They all defined the word "teamwork." No task was too small and no job too menial. As they rolled to the last two large valves, they all assisted throughout the entire operation with getting the right tool at the right time – and with the efficiency of a well-seasoned surgical team. Great work, guys!

## Happy Customer Praises our Driver & Visits our Location



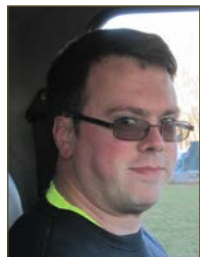
*Elizabeth Gilman and other veterans from her company*

Elizabeth Gilman, president of the Gilman Corp., was a pleased customer when one of our trucks sporting a huge American flag made a delivery to her location in Gilman, CT. She posted on Facebook: "As soon as I saw the truck, I summoned all my Veterans – myself included. Your driver was kind enough to pull to the side of our building and allow us to have our picture taken." She went on to say the photo was posted on her company's Veteran's Wall, for all to see.

Waterford, CT GM Justin Bednarz was pleased to hear that his driver Rob Hersh had made Mrs. Gilman's day.

"She has been buying from us here and there over the years, primarily pipe as a component of buoys they manufacture for the maritime industry," Justin said. "She came down for our St. Patrick's Day celebration and was in awe of the corned beef and cabbage spread, but was more in awe of our facilities and inventory."

"I had the pleasure of giving her a tour where she insisted on walking up and down every aisle and pointing out things she never knew we sold or were even available, and she has been open to doing more business with us."



*Rob Hersh,  
F.W. Webb Driver,  
Waterford, CT*

**"I am proud of  
the customer  
service our drivers  
provide; they are  
the face of the  
company."**

**—Justin Bednarz  
GM, Waterford, CT**





## Skin Protection Tips:

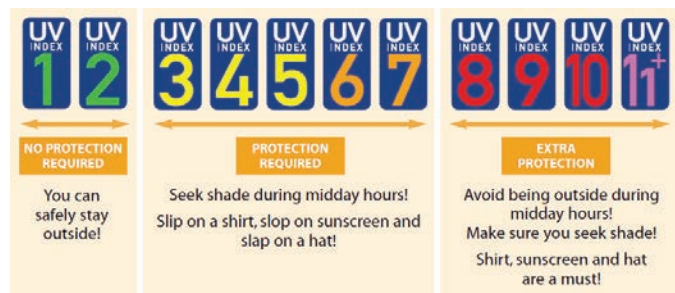
1. Minimize exposure at midday (10:00 a.m.-3:00 p.m.)
2. Use sunscreen with an SPF of 15 or higher
3. Reapply sunscreen at least every two hours
4. Cover up with clothing, hat and UV-blocking sunglasses
5. Avoid indoor tanning

## Protect Your Skin

By Jennie Mucciarone, Summer Intern, Marketing Department

Aahhh ... we welcome the summer months and all of the fun activities that come with warm weather. Many of us will step outside frequently this season to go boating, golfing, gardening, or to the beach. Taking a break from work to enjoy the warm weather is mentally and physically beneficial. It can be easy to get wrapped up in the nice weather, however, and forget to care for your skin. Whenever you step outside, make skin protection a priority.

Unprotected skin can be damaged by ultraviolet (UV) rays in as little as 15 minutes. However, it can take up to 12 hours to notice the effects of sun exposure. If you are outside for the day and feel safe because you don't notice a burn, you could be very wrong. The strength of the sun, not the air temperature, does the damage – even on cool and cloudy days. Before you head outside, note the UV Index and protect your skin if the Index is 3 or higher.



Harmful UV radiation from the sun is linked to most skin cancers, as well as premature skin aging and eye damage. There are two types of UV radiation: UVA and UVB. UVA causes premature aging and wrinkles. UVB is more closely linked with skin cancer, the most common cancer in the U.S. Melanoma, the deadliest form of skin cancer, kills more than 10,000 Americans each year and accounts for nearly 75% of all skin cancer deaths.

To lower your risk of skin damage from the sun, pay special attention to the Sun Protection Factor (SPF). SPF is a measure of how well a sunscreen will protect skin from UVB rays. Dermatologists recommend using a sunscreen with SPF 15 or higher. An SPF 15 sunscreen blocks 93% of UVB radiation, while an SPF 30 sunscreen blocks 97%.

Be conscious of your sun exposure and keep tabs on any changes on your skin. A new growth, a sore that doesn't heal, or changing moles are common symptoms of skin cancer. Practice the **ABCDE** Rule to check your skin for anything unusual. If you notice any irregularities, contact your physician.

### ABCDE Rule for Monitoring Skin Moles:

#### Watch moles for:

- A**symmetry
- B**order Irregularity
- C**olor that is not uniform
- D**iameter greater than 6mm (pencil eraser)
- E**volving size, shape, or color

For more information, visit [skincancer.org](http://skincancer.org).

## Jimmy Fund and Raffle Results

In conjunction with the Red Sox home opener again this year, Bedford associates contributed a total of \$1,280 for the Jimmy Fund. This donation was matched by the company for a total donation of \$2,560. All contributors were entered into a raffle. Donna Longo, Accounts Payable, won a pair of Red Sox tickets, while Meghan Machutta, Accountant, and Steve Morgan, Driver, each won a Red Sox hat. Congrats and thank you to everyone who contributed to this worthy cause!





## Be like Ortiz: Employee Contest

On April 12, 2016, F.W. Webb sponsored a David Ortiz memorabilia giveaway at Fenway Park. As they entered the ballpark, 15,000 baseball fans were given the necklace pictured. Celebrating Big Papi's 500<sup>th</sup> career homerun, this replica version of Ortiz's gold and diamond original is considered one of the best fan giveaways of all time at Fenway.

Now you have a chance to win this collectors' item and treasure this special moment in Red Sox history.

### How to participate:

Submit your best guess for Big Papi's final stats at the end of the 2016 regular season (this season's record only, not his lifetime record) across each of these five categories:

1. Batting average
2. Number of home runs
3. Number of RBIs
4. Number of hits
5. Number of runs scored



The three employees who guess the closest within each category will each be awarded a necklace for a total of 15 winners.

**BONUS!** Make the best guess in all five categories and win \$500!

### Submitting your entry:

**Online:** [Click here](#) to fill out an online entry form no later than June 24, 2016.

**Login:** David

**Password:** Ortiz

**By Mail:** Send a sheet of paper with your best guess for each category to Jennie Mucciarone, Corporate Office, Bedford, MA. Be sure to include your name, branch number and email address. All entries must be received by June 24, 2016.

Open to F.W. Webb employees only. One entry per employee.

Winners will be announced after the Red Sox season ends.



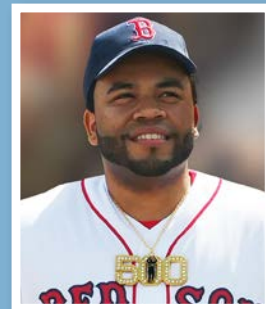
*The Green Monster at Fenway Park was a happy gathering spot for Graphic Designer Carol Rosinski and her family recently. Carol designed the winning 150th anniversary logo and celebrated at a Red Sox game with (L-R) daughter Jillian and her fiancé Jeff Hausmann, son Neil, and Rick Stadelman (to the right of Carol).*

## F.W. WEBB CELEBRITY LOOK-ALIKE



**David Ortiz "Big Papi"**

First baseman/Designated hitter  
Boston Red Sox



**Manny Avila**

IT Technical Support Analyst  
Bedford, MA

Submitted by: Nikki LaFountaine, Bedford, MA

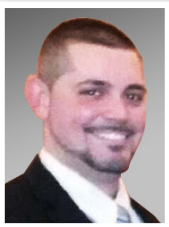
Submit your nomination for a Webb Employee Celebrity Look-Alike. If chosen, both of you will win a pair of AMC Theatre gift cards.

Send your nomination to [pipeline@fwwebb.com](mailto:pipeline@fwwebb.com) by July 15, 2016 for the August Celebrity Look-Alike Contest.

## People On The Move



**Mike Perry** is the new *General Manager* in Fitchburg, MA where he will be overseeing that location as well as Keene, NH. Mike has been with F.W. Webb for over 20 years, most recently as OM in Fitchburg. Mike truly has earned his stripes – entering the company as a delivery driver in Auburn, MA in 1995. Over the years Mike has worked the warehouse, counter, inside sale, inventory control, and branch management. He also spent a year in the CIP program. He and his wife (his other great love besides Webb) recently celebrated their 21<sup>st</sup> wedding anniversary. Mike is looking forward to bringing his years of experience to his new role as GM in Fitchburg, one of the company's original seven branches. His goal is to re-establish Fitchburg to its status as the number one supply house in the area.



**Brett Frazier** is the new *Store Manager* in Gloucester, MA. Brett joined F.W. Webb in 2011 after graduating from Fitchburg State University with a BA in Industrial Technology and a minor in Business Administration. He immediately entered the CIP Program in Nashua, NH, where he remained for 4½ years. During that time he contributed to the smooth transition of the Manchester, NH branch. Brett is looking forward to the new challenge of store management and plans to build strong relationships with customers and his new team members. He also plans to employ CIP's ideals to improve operations and contribute to the company's growth.



**Justin Gelinas** is the first to take the reins as *Store Manager* at the new Seabrook, NH location. Another successful graduate of the CIP Program (Jan. – Dec. 2014), Justin was most recently store manager of the Portsmouth, NH location. He has dedicated many hours to preparing Seabrook (formerly State Line Supply) for opening day and he is excited about both the opportunities and challenges of establishing a new F.W. Webb location. When he can get away from the store, Justin enjoys hunting, fishing and boxing. Seabrook, conveniently located in New Hampshire's small Seacoast Region, may be the perfect spot for him to hone his deep-sea fishing skills!



**Shane Kibler** is back in familiar territory – Maine ski country. Shane is now the inaugural *Store Manager* of our new Oakland, ME location. An MBA graduate of Thomas College in nearby Waterville, ME, Shane joined F.W. Webb in 2014 as an Inside Sales Rep in South Portland, ME. Prior to Webb, he was a sales rep for Milwaukee Tool Corp. for three years. Shane is eager to grow the brand in Maine and also grow as a contributor to the company. In his spare time, Shane enjoys traveling, camping and family time. He plays in a men's wooden bat baseball league during the summer. Perhaps the company's connection with the Red Sox could lead him to a new career in baseball! Until then, he'll focus his energy on the success of the new Oakland operation.



## NIRON Receives Coveted Massachusetts Approval

Passing one of the most rigorous approval processes for plastic piping in the country is no easy feat and definitely not for the impatient. The NIRON PP-RCT piping system has received unrestricted approval for all applications in Massachusetts, including the hardest to achieve – the conveyance of potable commercial water. The lengthy process for certification from the Commonwealth of Massachusetts took nearly two years to complete and is an important milestone for the product.

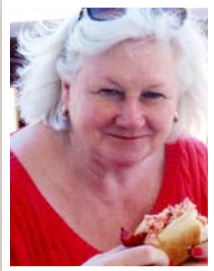
"With its extensive review and certification process, Massachusetts is looked at across the country by other states; if Massachusetts determines a system is okay, chances are good other states will accept their findings," said Chip Curtis, NIRON product expert. "Contractors in the Northeast have been awaiting this badge of recognition and based on it we now have the credentials most larger customers seek before engaging with us. We expect this to open up new markets for us quickly."

To discuss the NIRON system and customer opportunities, contact Chip Curtis at [chip.curtis@fwwebb.com](mailto:chip.curtis@fwwebb.com) or 978-578-8405.

**NIRON**

## Webb Spotlight

### Deb Dumel



#### Webb Vitals

**How long at F.W. Webb:**  
Almost 5 years

**Role at F.W. Webb:**  
Showroom Manager

**F.W. Webb location:**  
Boston, MA

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

In 2012, when the Patriots were set to play the Indianapolis Colts in the Super bowl, Wes Welker commented on Tom Brady's TOTO Neorest Toilet. The interest and hype took off and I was put on the spot to be interviewed by Boston's Channel 7 reporter Tim Caputo. It was a three-minute spot where I was filmed in the showroom describing the features and benefits of the toilet.

#### What is your most prized possession? Why?

My Havanese dog, Oliver, whom I rescued after discovering he was suffering from lack of love and attention. Today he is thriving and has become my pride and joy.

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

I was an avid tennis player in high school and college. Post-graduation I landed a job in marketing and product development for a major tennis shoe company. This opportunity allowed me to play with two all-time tennis greats, Bjorn Borg and Billie Jean King.

#### Where is the most interesting place you have visited?

East Berlin, Germany where I had a midnight private tour in 1990 less than a year after the wall came down.

#### What hobby do you most enjoy?

Cooking and entertaining for my friends and neighbors became a passion of mine after meeting and dining with Julia Child.

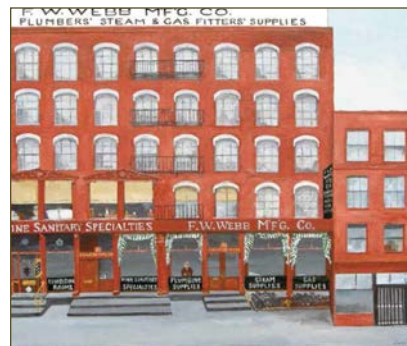
## In Memoriam



### Virginia Pope (1933-2016)

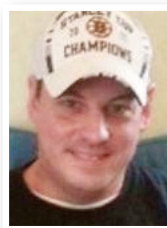
The company sadly acknowledges and mourns the passing of Virginia Starr Pope on May 1, 2016. Jinny, as she was affectionately known, was the cherished wife of John Pope and beloved mother of Jeff Pope. Jinny was devoted to her family and served as a sounding board for Mr. Pope and the F.W. Webb Company. She was an active alumna of Mount Holyoke College, an avid reader, and talented artist. Her canvas of the original company headquarters, touchingly personalized with the image of Frank Webb looking out the store window, is a company treasure.

Jinny was devoted to books and knowledge and helped establish a medical library at a Children's Hospital near her home, just one of her many countless acts of charity and philanthropy over the years. For most of her adult life, Jinny faithfully donated her rare type 0 negative blood every six weeks to help those gravely in need. Jinny will always be remembered for her warm smile, generous and kind spirit, and passion for the F.W. Webb Company.



*The original headquarters, painted by Jinny Pope in 1978*

In a tribute to Jinny Pope, anyone wishing to honor her life and memory is welcome to donate to the Old North Church, 10 Stacey Street, Marblehead, MA 01945, or The Mount Holyoke Fund, Mount Holyoke College, 50 College Street, South Hadley, MA 01075, or donate blood at a local blood bank or blood drive.



### Rick Gavin

We sadly report and mourn the passing of Rick Gavin, Inside Sales, Cranston, RI. Rick had also worked in the Boston branch and was highly regarded by all his customers, colleagues and managers. He tragically succumbed to stomach cancer on May 22 after a short battle. Rick

leaves behind a wife and two young children. Anyone wishing to support his family with a donation can do so online at <https://www.gofundme.com/2nceamnw>.



## New Employees

- **Kolawole Adetoye** – Warehouse, Methuen, MA
- **Wayne Allard** – Driver, Hartford, CT
- **Mark August** – Driver, Methuen, MA
- **Anthony Ball** – Showroom Sales Associate, Warwick, RI
- **Joshua Breau** – Inside Sales, Augusta, ME
- **Sean Canfield** – Warehouse, Binghamton, NY
- **Reed Carson** – Outside Sales, Bangor, ME
- **Jack Christian** – Warehouse, Seabrook, NH
- **Kelley Colon** – Showroom Sales Associate, Falmouth, MA
- **Robert Coloutti** – CIP, Rutland, VT
- **Thomas Coutant** – Inside Sales, Ballston Spa, NY
- **Frank D'Annolfo** – Counter Sales, Seabrook, NH
- **Richard Dinsmore** – Driver, Portland, ME
- **Joshua Doolan** – Summer Intern, Augusta, ME
- **Brent Dumont** – Marketing Manager, Bedford, MA
- **Stephen Fernald** – Inside Sales, Dover, NH
- **Gary Fick** – Inside Sales, Ballston Spa, NY
- **John Foley** – Summer Intern, Woburn, MA
- **Joshua Fonte** – Inside Sales, Malden, MA
- **Jaime Fothergill** – Selector, Amherst, NH
- **Tyler Gilcott** – CIP, Augusta, ME
- **Lisa Graca** – Inside Sales, Cranston, RI
- **John Graves** – Warehouse, Hartford, CT
- **Charlotte Hallsworth** – Showroom Sales Associate, Portland, ME
- **Brett Hally** – Staff Accountant, Bedford, MA
- **Samuel Houde** – Inside Sales, Auburn, MA
- **Mark Iannelli** – Outside Sales, North Brunswick, NJ
- **Samira Jamal-Eddine** – Warehouse, Bedford, MA
- **Priscilla James** – General Clerk, Boston, MA
- **Lisa Johns** – Outside Sales, Syracuse, NY
- **Michael Johnson** – Warehouse, Portland, ME
- **Brandon King** – Warehouse, Portland, ME
- **Donat Labarre** – Counter Sales, Keene, NH
- **Lisa Labrie** – General Clerk, Londonderry, NH
- **Michael Lake** – Driver, Hartford, CT
- **David Lamb** – Selector, Amherst, NH
- **Derek Lewis** – Driver, Auburn, MA
- **Donna MacDonald** – Showroom General Clerk, Bedford, MA
- **James Madgwick** – CIP, Elmwood Park, NJ
- **Meredith Mazerolle** – Showroom Sales Associate, Nashua, NH
- **Jordan Mills** – Warehouse, Methuen, MA
- **Peter Molongoski** – Warehouse, Brockton, MA
- **Jennie Mucciarone** – Summer Intern, Bedford, MA
- **Brandon Mullen** – Warehouse, Winslow, ME
- **Robert Newman** – Counter Sales, Portsmouth, NH
- **Patrick O'Leary** – Warehouse, Portland, ME
- **Nicole Oliveira** – Showroom Sales Associate, Bedford, MA
- **Virang Patel** – Selector, Amherst, NH
- **Jeremy Perry** – Warehouse, New Bedford, MA
- **Janice Phillips** – Showroom Manager, Bellingham, MA
- **Michael Reed** – Inside Sales, Cazenovia, NY
- **Sebastian Sfeir** – Warehouse, Rutland, VT
- **Lori Tombari** – Inside Sales, Ballston Spa, NY
- **Joseph Toupin** – Driver, Concord, NH
- **Kelly Tracy** – E-Commerce Marketing & Analytics Manager, Bedford, MA
- **Kyle Viera** – Warehouse, New Bedford, MA
- **Carly Walker-Harris** – Showroom Sales Associate, Bangor, ME
- **Richard Walsh** – Inside Sales, Malden, MA
- **Jason Woolf** – Counter Sales, Allentown, PA

## New Benefits Manager Onboard



The company welcomes **Stefanie Harrison**, who has joined the Human Resources (HR) team in Bedford as the company's new *Benefits Manager*. With more than 12 years of experience, Stefanie is eager to draw upon her extensive HR and benefits expertise to service all employees. She holds a BS and MBA from UMass Boston and was mostly recently the assistant manager of compensation and benefits for the Education

Development Center in Waltham, MA. If you have any benefits questions or issues, contact Stefanie at [stefanie@fwwebb.com](mailto:stefanie@fwwebb.com) or call her at ext. 8000214.

## New Store Managers



New Jersey native **Cory Smith** is the new *Store Manager* in Pleasantville, NJ. He joins F.W. Webb from Ferguson, where he started in the warehouse more than five years ago before moving to the counter and branch management. Cory takes great pride in the happiness and success of both customers and associates alike. He looks forward to being a leading contributor to our growth and success in the Tristate market (NJ-NY-PA). Outside of work, Cory likes a good laugh and enjoys standup comedy shows. Besides his sense of humor, Cory is a 2<sup>nd</sup> degree black belt in Tae Kwon Do, former junior Olympian, and has trained in everything from Judo to Aikido to Kum Do – and more disciplines than room to list! Prior to joining the industry, he was a martial arts instructor. F.W. Webb store management will be the next specialty he masters.

**We also welcome these new store managers to F.W. Webb and hope to feature their photos and bios in the August issue:**

- **Jeffrey Coates** – Barre, VT
- **Luis Moreno** – Allentown, PA

## April 2016 & May 2016

### Work Anniversaries

#### 5 Years

Michael Burton, Ballston Spa NY  
Antonio Capomolla,  
Stamford CT  
Douglas Cashman, Dover NH  
Mayelinne Castro, Stamford CT  
Jeremy Cogdill, Williston CT  
Darryl Corey, Rutland VT  
Jay Daniels, Concord NH  
Bonni Dicarlo,  
Northampton MA  
Daniel Didonna Jr, Augusta ME  
James Dixon, Stamford, CT  
Thomas Foular, Waterford CT  
Patti Jenkins, Queensbury NY  
Steven Knight, Fitchburg MA  
Peter Labelle, Bangor ME  
Peter Medeiros, New Bedford MA  
Pam Morrison, Bedford MA  
Jose Perez, Hartford CT  
Cynthia Rowe, Waterford CT

#### 10 Years

Jamie Burian, Syracuse NY  
Ricky Cota, Williston VT  
Patrick Devine, Hyannis MA  
Karl Drewniak, Williston VT  
Justin Flint, Albany NY  
Gail Herschel, Lebanon NH  
Aaron Hersom, Woburn MA  
Diane Hyland, Gloucester MA  
William Innes, Amherst NH

#### 10 Years (continued)

Nancy Langlois, Warwick RI  
Lawrence Mallia Jr, Salem MA  
Dawn Noren, Rutland VT  
Jermaine Rice, Canton MA  
James Senter, Portland ME  
Tracy Wall, Dover NH  
Steven Whitmore, Amherst NH

#### 15 Years

Stephen Anderson, Methuen MA  
Thomas Barrett, Methuen MA  
Mitchell Berry, Oakland ME  
Keith McNutt, Gilford NH  
Timothy Nepveu, Amherst NH  
Dennis Ranahan, Boston MA

#### 20 Years

Gary Dame, Cranston RI  
Ronald Hudson, Auburn MA  
Carlo Leto, Auburn MA  
Jim O'Connor, Auburn MA  
Gary Rose, Cranston RI  
James Tordoff, Cranston RI

#### 25 Years

Michael Gerry, Amherst NH  
Martin Mann, Syracuse NY

#### 30 Years

Ken Hughes, Hyannis MA

## Promotions

- **Rich Ahern** from Inside Sales to Commercial Estimator, Ballston Spa NY
- **Sue Brooks** from Accounts Payable to Senior Accounts Payable, Bedford MA
- **Monroe Brown** from Selector to Counter, Hartford CT
- **Michael Canfield** from Warehouse to Counter, Binghamton NY
- **Rodney Chase** from Counter to Inside Sales, Brattleboro VT
- **Jason Collins** from Inside Sales to Operations Manager, Fitchburg MA
- **Robert Gallagher** from Inside Sales Manager to Outside Sales, Warwick RI
- **Kayla Gelineau** from HR Assistant to HR Generalist, Bedford MA
- **Joanne Giaimo** from Assistant Supervisor AP to AP Assistant Manager, Bedford MA
- **Jeremiah Jaeger** from Inside Sales Manager to Operation Manager, Canton MA
- **Ryan Karcher** from Inside Sales to Outside Sales, Dover NH
- **Rick Laflam** from Inside Sales to Inside Sales Supervisor, Lebanon NH
- **Jeanette Marakovits** from Receptionist to Office Administrator, Allentown PA
- **Manny Medeiros** from Warehouse to Warehouse Supervisor, New Bedford MA
- **Anisa Meigs** from Inside Sales to Store Manager, Cazenovia NY
- **Ron Naclerio** from Inside Sales to Commercial Estimator, Ballston Spa NY
- **Joe Nazzaro** from CIP to Operations Manager, Brockton MA
- **Emma Sewell** from Office Administrator to Inventory Control, Hartford CT
- **Gerald Villani** from Counter to Inside Sales, Malden MA

## Births

- **Obiadijah Cassavaugh** born on April 8.  
Son of Benjamin Cassavaugh, Pittsfield MA
- **Diaval Catino** born on May 11.  
Son of Anthony Catino, Amherst NH
- **Lane Herringshaw** born on April 25.  
Son of Joshua Herringshaw, Queensbury NY
- **Landon Khan** born on March 28.  
Son of Luy Khan, Concord NH



## Retirees

- **Leslie Aiken**, Bennington VT after 18 years
- **Richard Black**, St. Johnsbury VT after 38 years
- **Jerry Esposito**, St. Johnsbury VT after 11 years
- **Bruce Ward**, Cranston RI after 9 years





**\$8.00**  
With Employee  
Discount

## Perfect Father's Day Gift!

Here's an ideal gift for the important men in your life this Father's Day: a **Grill Daddy BBQ cleaning brush**. Billed as "The Only Grill Brush You'll Ever Need," this patented tool uses the power of steam to easily clean a warm grill in minutes. Designed to also sanitize, the Grill Daddy brush keeps the grill looking good and the food tasting great. Order one or a bunch from the F.W. Webb Hearth & Home Showroom in Haverhill, MA. Only \$8.00 (employee price) and free shipping via CD to your location.

Limited quantities available, so place your order quickly by calling 978-373-7222.



*Store managers: if you want a few to sell at your counter, also contact Hearth & Home at 978-373-7222.*



*Corporate Cake compliments of Comcast Spotlight*

## F.W. Webb Awards Scholarship



For the 2nd year in a row, F.W. Webb has participated in the annual Citizens Scholarship Foundation (CSF) Dollars for Schools program as a scholarship donor. Each year for the past 51, the CSF of Bedford, Mass. has awarded scholarships funded by Bedford residents and businesses in the community. At this year's awards ceremony on May 25, Phyllis Laorenza

from the Marketing team presented the F.W. Webb Scholarship of \$500 to Maxwell Hughes, a Bedford HS senior planning to study mechanical engineering at Roger Williams University this fall. The volunteer-run CSF matches each scholarship applicant to an award based on merit and need, as well as criteria specified by the scholarship donor. This year more than 100 students from Bedford received at least one scholarship award from the CSF.



*(L-R): In May, Mary Jo Martin of Wholesaler magazine visited a few F.W. Webb locations and conducted several interviews, including one with Boston Showroom Manager Deb Dumel. Mary Jo's in-depth piece on F.W. Webb, in celebration of our 150th anniversary, will be a cover story in the July issue.*

*Pipeline* is the employee newsletter of the F.W. Webb Company. It is published bimonthly in February, April, June, August, October and December by the F.W. Webb Marketing Department. Employee submissions – news tips, articles and photos – are welcome and encouraged at [pipeline@fwwebb.com](mailto:pipeline@fwwebb.com). Current and back issues are posted on the company intranet.

*Pipeline* is an internal publication for F.W. Webb employees only.