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DID YOU KNOW



This is what a fossilized sting ray tooth looks like. Terri Denmark, Inventory Buyer at Hudson Pump in Lakeland, shared this photo of her find on Venice Beach, FL.



MOVING THROUGH A PANDEMIC

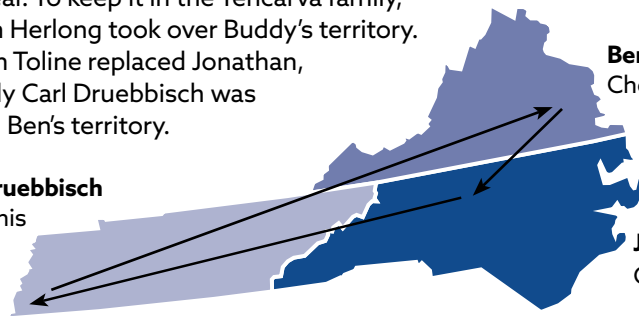
As we all experience lots of challenges and changes right now, three of our team members have even changed cities in the midst of the coronavirus pandemic.

It all started with Buddy Boyles retiring at the end of last year. To keep it in the Tencarva family, Jonathan Herlong took over Buddy's territory. Then Ben Toline replaced Jonathan, and finally Carl Druebbisch was assigned Ben's territory.

Carl Druebbisch
Memphis

Ben Toline
Chesapeake, VA

Jonathan Herlong
Greensboro



HERE ARE THEIR STORIES.

JONATHAN HERLONG

Sales Engineer in Greensboro, NC
(Moved from Chesapeake, VA replacing Buddy who retired)

Jonathan returned to Greensboro after living in Chesapeake, VA, for the last few years. Recently married in October, this move along with COVID-19 are just a few of the significant changes going on in his life. However, the newlywed couple is excited to be back where they are closer to friends and family.

Jonathan is also enjoying connecting with people in the Greensboro office. He and the team play golf and Frisbee golf after hours.

Until he could move down to Greensboro in May, large accounts were covered by the Greensboro office. Now that he is in Greensboro, he is starting to establish contacts with old and new clients. He is beginning to see the fruits of his labor pay off, with new customers requesting estimates.



Jonathan and his new wife, Allison, move to Greensboro

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With everyone's different schedules and working remotely, it has been a challenge to get on site. Jonathan has been Skyping and talking with customers over the phone and via email. He also has been creative with personalized emails highlighting each client's specific needs. Jonathan is hopeful there will be fewer restrictions in the near future so he can get out and meet clients face to face.



BEN TOLINE



Ben Toline with wife, Megan, at Virginia Beach

Sales Engineer in Chesapeake, VA (Moved from Memphis, TN, replacing Jonathan)

Ben started at Tencarva in 2015. He trained in Greensboro, Nashville, Arkansas, and, most recently, Memphis. When he and his family had the opportunity to move to Chesapeake, VA, they thought it was a good fit for their lifestyle and finances. So on Valentine's Day, they packed up the truck and headed east, not knowing the craziness that would arise over the next few months.

Before the pandemic started in March, Ben was able to see some of the top customers. He and Jonathan Herlong toured around to visit different customers for 2-3 weeks. Jonathan was also able to give him some additional guidance before his move to Greensboro.

Since then, Ben has connected with clients through phone calls and emails. He said since this is the first impression clients get of him, he is ready and on the ball whenever a client needs something. Ben says, "Clients appreciate the consistency on Tencarva's side of things."

He has noticed that since clients aren't traveling as much, they are faster to return messages via email, which allows for more interaction with the client.

Because larger clients are closed or have shifted schedules, it is hard to meet with them in person. Therefore, Ben is starting to focus on meeting with the smaller clients to make sure they know the new Tencarva rep is now available.



CARL DRUEBBISCH

Sales Engineer Trainee in Memphis, TN (Moved from Greensboro, NC to replace Ben)

Carl has been with Tencarva for a little over a year, but he is quickly learning the ropes. Carl moved from Greensboro to Memphis in March of this year, right when everything started to shut down.

Carl was excited to move to Memphis, but because of social distancing and shutdowns, he hasn't been able to enjoy all the excitement a new city offers. However, he said his team at the office has stepped up and included him in their lives. He has spent time at cookouts and shooting skeet with fellow Tencarva members.

Since he is still a trainee until November, Carl said that Derek Michelski, regional manager, has offered him valuable guidance and mentored him for the last couple of months. Even though working mostly remotely, the Tencarva team has been there via Skype, phone calls, and in-person meetings to help with his transition.

He also noted how seamless the transition has been for him with his clients in Memphis. Since they trust their relationship with Tencarva, it has been easy for him to connect with them.

Even though he can introduce himself to clients virtually, and on a few occasions in person, Carl looks forward in the coming months to really getting out there to meet clients face to face.



Carl Druebbisch shooting skeet at Steve Geraldson's (sales engineer) home





CHAD PLOTT

Chad Plott, Regional Manager in Charleston, SC is celebrating 25 years at Tencarva.

Chad graduated from NC State in 1995 and began interviewing for several jobs. He thanks Harold Muse, and his fraternity brother, Steve Newsome, for influencing his decision to join Tencarva. Steve was so excited about his work at Tencarva that he told Chad, "You are crazy if you don't accept the job," resulting in a clear decision to join the company.

Chad's career with Tencarva began in Chesapeake, VA, followed by Richmond, and then an opportunity in Charleston where he has enjoyed 24 years of success as a Sales Engineer. In November of 2019, he was promoted to Regional Manager. In his new role, he enjoys sharing the knowledge and strategies he gained from others to help his team achieve their own success, while continuing to learn and grow along side of them.

After 25 years, Chad is still passionate about Tencarva. What he cherishes most about Tencarva are the principles the company is built on. He said, "After all this time, the principles still hold true and speak to the longevity of the employees and what a phenomenal company it is."

Chad is also proud of the company's history. He said, "It is so obvious now, more than ever, that this legacy of values and culture are keeping us strong today and will make us stronger in the future. If we each embrace the ideas and principles of the founding members, and work hard to preserve the integrity



Chad Plott with his family

by which this company was founded, success will continue to follow in our future."

Chad is in good company at home too, receiving undying support of his career from his family. He said, "I could not have done it without them." He, his wife, Debbie, and their two daughters, Caroline (16) and Claire (13), enjoy all the activities Charleston has to offer, especially fishing, boating and going to the beach. Chad also enjoys serving as a Deacon in his church, as well as several ministries and men's groups.

Chad, thanks for taking the job 25 years ago!

LYNDA MARTIN

Lynda Martin, a Senior Sales Support Specialist in Chattanooga, is happy to be celebrating her 25 years. And even though she is young to us - she considers herself an "old lady" at Tencarva.

It all started when Vickie Coots, whose child was friends with Lynda's, told her that Tencarva was hiring.

She remembers her first day. Harry Taylor came to train them on FDM4 (before that, Vickie was doing everything on a typewriter.) They went out to lunch to a Chili's, and Aretha Franklin's song "RESPECT" was playing. She and Vickie started singing, and Lynda recalls thinking, "They don't know what they've gotten themselves into."

But Lynda knew Tencarva was right for her. Even as the company grew from 100 people to what it is today, she says it is part of who she is. As a Wannamaker recipient in 2013, she helped oversee the first TVA audit in 20 years, and now audits are like second nature - highlighting that she is also a big part of Tencarva.

Lynda continues to be young at heart, but she sees many young people starting at Tencarva now that are even younger than her three sons.

Yet, she feels she has watched many of these young people "grow up" right before her eyes. And she has played a role in their lives.



Lynda with her family

She also plays a big role in her family at home and brings lots of life into her family life. She cooks and entertains her large family. She spends time with her nine grandchildren and even cooks everyone a Saturday breakfast twice a month.

As mentioned in a previous newsletter, the Chattanooga office is a tight group. They still are spring chickens in our book, but Lynda, Vickie, and Rick joke that they will go to the nursing home together.

Congratulations, Lynda, and we are looking forward to gracefully growing old with you.



LUCKY TO BE ALIVE: One Year Later

It has been a little over a year since Mike Brandt got a new liver, and he feels really lucky for that. His story takes so many fortunate turns.

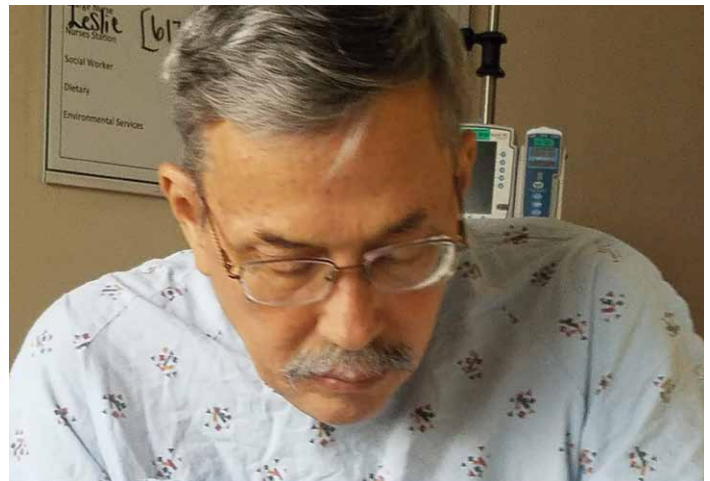
In October 2018, Mike Brandt, Application Engineer in Cumming, GA, just felt “off.” He was not sure what was behind it, but something was wrong. Then in March 2019, he was diagnosed with a nonalcoholic fatty liver disease called NASH (nonalcoholic steatohepatitis). The doctors said he needed a new liver.

This diagnosis was shocking for Mike. Why was this happening to him? He was not a *real* drinker, so what made his liver stop functioning properly? Doctors explained to him that NASH was genetic for Mike. His liver was 75% of the normal size for a healthy liver. Patients are often asymptomatic until it is late in the prognosis. Essentially, you don’t know you are sick until you are truly sick.

So now that he needed a new liver, what was next? There were two options. Option one: Since the liver can regenerate, a live donor who is a family member donates part of their liver. One-third of the liver is harvested from the donor, and within six months, that small portion can grow into a full liver. This option generally provides the best success rate.

Option two: An organ donor is needed. He needed someone to lose their life and donate a liver. Usually, only one in three get a transplant because there are not enough organ donors, so odds seemed worrisome for Mike and his family.

Mike was running out of time. He was gaining up to 20 pounds of fluid at a time, drained three times, and his skin was turning yellow. Luckily for him, the odds were in his favor. His process of getting a liver donation went unbelievably fast. After his



Mike yellow with jaundice before surgery

diagnosis in March, he qualified on July 3rd, 2019 (which was also his birthday), and on July 10th got the call that a liver was available. Surgery was on the 11th, and early morning on the 12th, all was complete. Mike received care at an “absolutely fantastic hospital” (his words) – Piedmont Hospital in Atlanta.

He feels like a walking miracle. He is grateful for the person who donated their liver. When asked what he would say to the family who made this sacrifice for him, he says, “How can you say thank you in a meaningful way? Their loss is your gain.”

Today, after a year, Mike’s luck is looking up even more. Survivability increases to the high 90s once the one-year milestone is met. He says his “Mercedes-Benz” scar (named that because it is in the shape of the hood ornament on the car) is his constant reminder.

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ABOUT THE LIVER:

It is the largest solid mass organ in the body.

What it does: “The liver’s main job is to filter the blood coming from the digestive tract, before passing it to the rest of the body. The liver also detoxifies chemicals and metabolizes drugs. As it does so, the liver secretes bile that ends up back in the intestines.” (webmd.com)



HOW ONE SMALL PROJECT BECAME A BIG DEAL

An example of how a project was able to use all aspects of Tencarva's services

When Alan Johnson, Sales Engineer in Johnson City, TN, got the call for a quote, it seemed the client knew just what they wanted. They needed a base plate for their river water intake pump that would be roughly 6' x 18'. The client, an explosive manufacturing facility, had decided they were going to refurbish an old steam turbine pump and convert it to electric.

The competition was intense to get this work, but luckily Tencarva was awarded the project. "After receiving the base order, other opportunities fell into place," Alan said.

The client started looking at the pump in more detail, and he noticed the internals were not in the greatest shape.

Alan had the client send the pump to the ITT Proshop. The Proshop made some recommendations, and the order came through the Proshop for machine flanges, recentering rotary assembly and coating the inside of the pump.

Next, they started talking about guards, and Alan recommended Uniguard for the project.

One final assembly will be performed in the shop for the customer to approve, and then Tencarva will do the final alignment with the pump onsite.

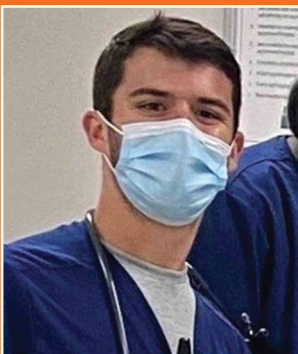
This pumps journey through Tencarva is a great example of a job that required almost all of our services working together effectively to get the job done.

We used the ITT Proshop, Fabrication, Repair, and Uniguard, to take care of this customer!



A 1000HP, roughly 17,000 lb. ABB motor and pump were sent to our Proshop

FAMILY ON THE FRONT LINE:



REED ELY

Registered Nurse working in ER at Saint Joseph/Candler Hospital in Savannah Georgia

Tencarva Parent: Greg Ely (Macon Branch)



DAVID ALEXANDER

David is a Captain with the Polk County Fire Department

Tencarva Spouse: Karen Alexander (SSS Supervisor, Hudson Pump, Lakeland, FL)



TEAM NEWS

WELCOME OUR NEW HIRES

MARCH 2020

Bryce Weber

Shipping/Receiving Clerk, Beaumont

JUNE 2020

Christian Workman

Sales Engineer Trainee, Greenville, SC

EMPLOYEE ANNIVERSARIES

20 YEARS: **Sonya Pierce, Sr.**
Sales Support Specialist, Memphis

15 YEARS: **Fred Glenn**
Application Engineer, Lakeland

5 YEARS: **Glen Garrett**
Sales Engineer, Nashville

1 YEAR: **Eric Belcher**
Mechanic I, Greensboro

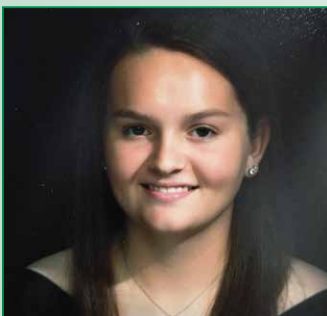
GRADUATION NEWS



LOGAN SUMMERS

*Tencarva Parent: Shawn Summers
(Service and Repair Manager, Southern Sales - Tencarva Municipal)*

Logan Summers recently graduated from Portland High School. He plans to attend two years at a community college close to home then transfer to UT Martin where he wants to be a Fish and Wildlife officer.



REBECCA ALEXANDER

*Tencarva Parent: Karen Alexander (SSS Supervisor, Hudson Pump)
and husband, David*

Rebecca graduated with high honors, was the catcher for the softball team, and was a member of the National Honor Society. She will be attending Polk State College in the fall.



PRESTON ROGERS

*Tencarva Parent: Kevin Rogers (Branch Manager, Nashville, TN)
and wife, Tracey*

Preston graduated with honors from Independence High School. He excelled in music while in high school. He was president of the Tri M Music Honor Society and was awarded most outstanding choir member in his freshman, sophomore and senior years. He plans to attend Vanderbilt University, where he received academic and vocal scholarships from the Blair School of Music. In the future, he aspires to be a professional opera singer.



GRADUATION NEWS *(continued)*



CARMEN LAVENDER

Tencarva Parent: Susan Ingram (Financial Reporting Manager, Greensboro) and husband, Jay
 Carmen graduated from Shidler College of Business at the University of Hawaii at Manoa, with a degree in Business Administration in Management Information Systems. She had a 4.0 GPA in her major. She started her job July 2nd as a Team Lead for Facebook in their Seattle, WA office.



ETHAN HOUSTON

Tencarva Grandparent: Harvey Siddon (Service & Repair Supervisor, Memphis) and wife, Connie
 Ethan graduated from Tunica Academy.



LANDON SMOAK

Tencarva Parent: Brett Smoak (Sales Engineer, Savannah, GA) and wife, Julie

Landon graduated in a virtual commencement ceremony Spring 2020 from the Allen E. Paulson College of Engineering and Computing at Georgia Southern University in Statesboro, GA with a Bachelor of Science in Information Technology. Landon is completing an internship this summer and studying for the Cisco Certified Network Associate (CCNA) certification. He is interested in a career in networking and cloud computing. Landon is a car enthusiast in his spare time and, until the coronavirus, an avid weightlifter. Landon has always been passionate about technology, so he chose the right career path!

AWARDS NEWS



JENNA P. MCCALL

Tencarva Parent: Valarie McCall (Sales Support Specialist, Greenville, SC)

Jenna P. McCall of Simpsonville was named to Clemson University's President's List for the Spring of 2020. To be named to the President's List, a student must achieve a 4.0 grade point average. Jenna is majoring in Elementary Education.

BABY NEWS

GUY WILLIAM CHAPMAN

Born: March 23, 2020, 8lbs 12oz, 21in long

Tencarva Parents: Guy Chapman (Sales Engineer, Tencarva Municipal, Greenville, SC) and wife, Nancy

Guy and Nancy are thrilled to welcome this third generation "Guy" into the family. They say he has been an absolute light in the midst of a crazy world these past few months! His sisters, Georgia (6) and Josie (2-1/2), are fully in love and cannot get enough of him.



FAMILY OUTINGS DURING COVID:

MATT CURTIS

(Sales Engineer, Charlotte)

On April 24, Matt took the day off and spent it with his son Colton in Florence, SC. The day was a success with Colton bagging his second bird, a 19 lb. wild turkey.





1115 Pleasant Ridge Rd, Greensboro, NC 27409

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He also is grateful for the support and love of his family, community, and Tencarva. His wife, Jennifer, and their church and many churches around the country had him on their prayer list. Mike now feels lucky to spend time with his four children and six grandchildren, ages 1-1/2 to 11 – one of whom has spent most of the summer with him and his wife.

Mike talked about how Tencarva was there for him and his family the whole way. He said they were so sincere and caring. He said he knew Charlie is a great boss, but this solidified how great Charlie truly is. "Charlie King was my wife's bestest bud," he said. Charlie told Mike to take it slow and easy.

Since he was at high risk, the virus made it impossible for him to go into the field to do pre-bid work and troubleshooting. His boss's boss, Bill Allen, called him and told him to work from home. That's how important to Tencarva they made him feel.

Mike sees this as an opportunity to find his purpose in life. He has been given another chance and wants to take advantage of it. He also looks forward to the day when he can sit on the beach in Texas and relax.



Mike and Jennifer happily celebrating one year after liver transplant

**ADD YOUR NAME
TO THE DONOR LIST!**

Mike asks all Tencarva employees and family to add their name to the donor registration lists. Mike remarked, "Too many are losing their fight because too few make the choice to give life to others." It's easy at organdonor.gov.