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DID YOU KNOW



PLANNING FOR THE FUTURE!

To prepare for ESSCO moving into the same facility as Tencarva Greensboro, we've added a second vertical inventory device.



GDPWW 2021 BOARD OF DIRECTORS MEETING

Tencarva hosted Goulds Distributor Partnership World Wide

To kick off a long-awaited season of in-person events, Hudson Pump was proud to host the 2021 Board of Directors meeting for Goulds Distributor Partnership World Wide (GDPWW) April 26-27. Tencarva President Ed Pearce sits on the GDPWW board and worked with Jeremy Reese, Vice President of Hudson Pump, to make sure everything was prepared for a safe re-entry into face-to-face meetings. The Hudson Pump team was proud to welcome the GDPWW board, key officials from Goulds, and, most notably, Luca Savi, CEO of Goulds parent company, ITT.

Ed Pearce was pleased with the event: "Jeremy and the whole Hudson team did a great job hosting. The facility was in tip-top shape. All of the Goulds employees and the other distributors were very impressed with the Hudson facility."

With precautions in place, the event was well-attended. Guests felt safe knowing they were all vaccinated. Hudson Pump ensured there was space for social distancing and hosted the catered dinner outdoors. Jeremy said, "I think everyone at the event was enamored by the fact that we were all together as a group. It was especially impactful to have a safe feeling but also the personal interactions. It reminded me how much fun business can be."

With everyone together, it was time to get down to business. GDPWW's board set out the vision of the sales team, the outlook of the market, and addressed any concerns for the year that may need to be relayed to Goulds' leadership.

Jeremy commented on the importance of hosting the meeting: "It's about building a partnership and key relationship with a key manufacturer." As a major distributor for Goulds, the entire Tencarva team should be proud to have been so well represented by the Hudson Pump staff.



GDPWW Board and ITT- Goulds Executive Sales Management



ANNOUNCEMENTS

Tencarva,

The IFS implementation team and our Saladin associates have successfully transitioned Saladin's ERP operations from their Profit 21 (P21) software onto our IFS applications. We now have Uniguard, ESSCO and Saladin operating on our IFS solution.

Customers, Suppliers, Open Orders, Quotes, Purchase Orders, AR balances, Work Orders (service and repair), Shop Orders (New Assemblies) and Inventory were transitioned during this process. With much success early, there is still much to learn as we meld IFS' system with our processes and our people. Much appreciation goes out to the Saladin crew for handling this task exceptionally well.

With little time to come up for air, we are now setting our sights on our Mississippi locations for an August 23rd week for Go Live. We will follow up two weeks later with a September 7th week of Go Lives in our Arkansas sales branches.

This pace of Go Lives will keep the support available for new locations and provide enough time to train and absorb the needed user processes for Miss/Ark associates. This pace also keeps us on track to bring Memphis and Nashville onboard before the end of 2021.

Jeff Stack, Karen Alexander and Jeff Lamy have already been and will be in further communication with individuals and office locations with specific training requirements as we continue this progression.

I want to personally thank our Saladin teammates for the hospitality, hard work and patience as we transitioned them from P21 to IFS. I truly understand John Saladin's insight and desire to blend our company's cultures and associates together during Tencarva's acquisition. We have great people working very hard every day in their respective roles; and this shined through at Saladin.

Now, on to the next grouping of locations!

As always, do not hesitate to call or write with any questions or concerns you may have.

Thanks,

Michael T. Bell
Director of Operations
Tencarva Machinery Company

TEAM EXTRACURRICULARS

Tech Leaves Field In The Dust

Jody Linthicum, *Field Technician, Tencarva*, recently put his machine know-how to the test and the pedal to the metal. Jody and his brother Tim, *ESSCO Sales, ESSCO*, are drivers in the World Karting Association, the nation's largest go-karting organization. Racing at events in Daytona, Savannah, GA, Charlotte Motor Speedway and more, Jody consistently crushed the competition. He ended the season at Gateway International Speedway in St. Louis with a class win, earning the title of 2020 National Champion. Jody also took home second place finishes in three other organizations. We wish Jody continued success on the track and in the field.



Jody, left, and brother Tim with their winning kart

Lakeland Takes On New Crane Work

Lakeland repair shop has long been home to a mating couple of Sandhill Cranes, a delightful sight for the employees. After years of ruling the roost, we're pleased to announce the family has expanded, welcoming two babies this Spring. While they've been learning the Tencarva way of life, Jim Messer, *Mechanic, Lakeland*, has become their on-site caretaker. According to Greg Ely, *Engineer Manager, Tencarva*, "While they are a bit timid with most, Jim can literally feed them right out of hand. Jim is always eager to tell anyone interested any and everything about the birds. His knowledge, care and interest in these birds is admirable." We thank Jim for his meticulous care of our new Lakeland mascots, and look forward to more reports from his birds-eye view.





Bob Hawkins

Saying goodbye to the IT guy.

“When nobody else could fix it, Bob could come to the rescue.” That’s how Bob Hawkins will be remembered around the Tencarva offices, according to Rob Pohlmann, IT Director. Bob is known as the resident expert in the (now outgoing) S2K platform. Which makes sense, since he helped implement its use.

Bob may have started in accounting when he was hired in 1985, but his mind for IT had him looking out for ways to use technology to improve processes across the board. In those days, the company had one computer, and all orders were taken on paper. With an eye for efficiency, Bob moved to IT. “He was the IT department,” said Susan Ingram, *Financial Reporting Manager, Greensboro*. “He has a great, broad knowledge about anything IT in the company...so he understands how it all works together.” In his new role, Bob was thrilled with the opportunity to move Tencarva to an ERP. As the dedicated point person, Bob was integral in getting both the first ERP and then the S2K systems up and running.

So many of those days were all-work-no-play for Bob, who generally prefers a better balance of indoor/outdoor activities. On calmer days, he could frequently be found swimming at the YMCA on his lunch break, or heading home for a quick bike ride along the Greenway. Susan teasingly shared that his love of exercise might be a necessity to work off his love of food - especially hot peppers. “He and another employee had a competition about hot peppers. You’d bring in the hottest you could find, and he’d try and eat it. He usually won.”

Bob has always had a competitive streak. During his time in the



L to R: Whitney, Emma, Terri, Bob, Rob, David, Rachel, and Katie

Marine Corps, 1972-1976, he was on the shooting team. Stationed at Camp LeJeune, he shot both rifle and pistol competitively. He credits the Marines with straightening him out, giving him direction, and putting him through college at The University of North Carolina at Greensboro.



Emma and Rob

Since graduation, Bob has found his direction inside the walls of Tencarva and given out a little of his own. Susan reminisced, “There was one time during S2K implementation, at the height when it was very stressful. Tempers were running high, and I had gone through a few keyboards. I remember he came in, and I was upset and raising my voice as you do. Every time I got louder, he got softer...It worked. He calmed me down. He’s got four kids. He’s got a really good skill set in de-escalating.”



Bob and wife Terri

Bob does have plenty of parenting practice. He and wife Terri are proud parents of Trevor, who passed away in 2015, David, married to Whitney, and daughters Katie and Rachel. Now in retirement, Bob hopes to spend more time with David’s young children, Rob, 3, and Emma, almost 1. He’s looking forward to taking Rob fishing and joining them at the local pool.

Beyond that, Bob says he doesn’t have a lot of retirement plans. “A couple months ago someone asked me, ‘What are you going to do?’ So I came up with a to-do list of things I never get to do.” At least for the early days of retirement, you’ll find Bob riding his bike, swimming, fishing and gardening. “I had a garden for the past 10-15 years, maybe longer. My children grew up having to go out to the garden and harvest.” Now his kids have their own gardens. “Some things stuck.”

The lesson there is that even after years of hard work, you can still look back fondly. Bob certainly does with his time at Tencarva. “It’s been a great ride...There are a lot of good people in the company. You really couldn’t ask for a group of people with a higher state of ethics and morals. You’re not going to find it.”

As Bob cycles off into the next chapter of his life, we wish him a long and happy retirement and thank him for his years of service.



Congratulations 2021 Graduates!

Alissa Burgess

Alissa Burgess of Flora, MS, graduated from Tri County Academy on May 7th, 2021. Daughter of Becky Burgess, *Sales Support Specialist* at Madison, MS Branch, and her husband, Justin, Alissa leaves high school with an impressive resume as Salutatorian, Student Body President, a National Honor Society member, and more. She was well-rounded as a student with tenures on the basketball, fishing, and track teams, as well as being on an All American Cheer team and voted Baseball Diamond Girl. Alissa is also active in her church youth program and served this year as Miss Madison County Teen. She plans to attend East Mississippi Community College in the fall before transferring to Mississippi State University to study Business Management.



Her parents are very proud, saying, "Alissa works hard to be a leader, mentor and friend to all people she encounters." The hard work paid off in the form of at least seven scholarships recognizing her character, mentorship and leadership. According to Becky, "[Alissa] will forever cherish each award and those who nominated and awarded her."

Dylan Thomas Wagoner

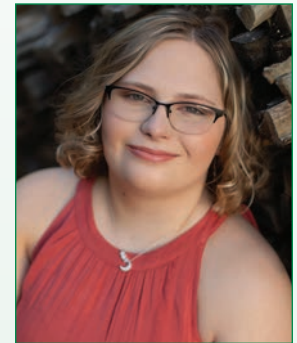
Dylan Thomas Wagoner of Welcome, NC, graduated from North Davidson High School on June 5, 2021. Dylan is son to Jennifer Pacini, *Marketing Coordinator* in Greensboro, NC. While attending North Davidson High School, Dylan served on Student Council as Class Vice President for all 4 years, was a member of the National Honor Society, Key Club and BETA Club, and co-captain of the Junior Varsity and Varsity Basketball team. Dylan is an Honors Student ranking in the top 15% of his class which earned him the



Coca-Cola and Merit Scholarships. Through the NDHS and BETA Clubs he volunteered at Habitat for Humanity, Special Olympic Events, YMCA, and local soup kitchens. Dylan will be continuing his education at the University of North Carolina at Wilmington studying Sports Marketing. Congratulations, Dylan! Let's go Seahawks!

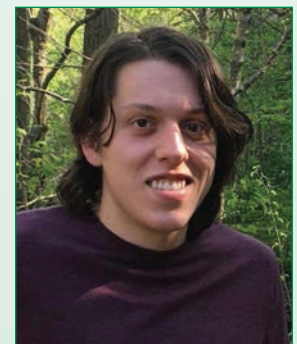
Hannah Brooke Hieber

Hannah Brooke Hieber, daughter of Melanie and Walter Hieber, *Marketing & Recruiting Coordinator* in Greensboro, NC, graduated on June 4th, 2021, from Weaver Academy for Performing and Visual Arts in Greensboro, NC. Hannah will be continuing her art education at Forsyth Technical Community College. She then plans to transfer to MICA (Maryland Institute College of Arts) in Baltimore, Maryland, to pursue a career in animation and graphics art. Hannah is a member of the National Arts Honor Society and has won several art contests at her school including a t-shirt art design competition and the Senior Class Principal's Choice Award for the National PTA Reflections Competition. She has thoroughly enjoyed her time at Weaver Academy and is excited to start the next chapter pursuing her art career.



Austin Garner

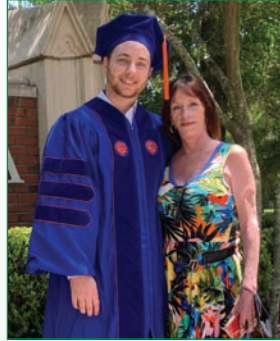
Austin Garner, son of Michael and Kristy Garner, *Accounts Payable* in Greensboro, NC, recently graduated from UNC Greensboro. Austin received his Bachelors in Fine Arts in Studio Art with a concentration in New Media and Design. As a student, he interned with the university, designing graphics for student events. Outside of school, Austin enjoys kayaking, hiking, crossbow, photography and animation. Austin is pursuing a career in graphic design.





Mark Atwater

Mark Atwater, son of Brian Atwater, *Branch Manager*, Hudson Pump, graduated in May from University of Florida Levin College of Law. He will sit for the Florida bar exam soon. He has already lined up a job with Medina Law Group in Lakeland, FL which he'll begin later this summer. We wish Mark the best as he prepares for his bar exam and as he begins his career.



Colton Curtis

Colton Curtis, son of Matt Curtis, *Sales Engineer*, Tencarva, recently graduated from Myers Park High School in Charlotte, NC. As a student in the International Baccalaureate program, he received 5 honor codes. In his spare time, he enjoys camping, hiking, fishing and turkey hunting. He also volunteers his time coaching youth lacrosse with his club, 24/7 Lacrosse. His hard work on the field caught the eye of recruiters, and Colton was selected as the number one lacrosse recruit to Bates College in Maine. His father describes him as a natural leader and an outstanding student with an infectious laugh and wonderful personality. Matt says, "I'm looking forward to this next chapter for him, although it's hard for me to see him leave home."



Chloe Warren

Chloe Warren, daughter of Shane Warren, *Reliability Specialist* in Brookhaven, MS, recently graduated from Brookhaven High School. Chloe made herself and her parents proud with an Honors distinction. Her hard work will continue as a student at Copiah-Lincoln Community College in Wesson, MS, where she will pursue a degree in Elementary Education. Congratulations to Chloe, and best of luck as she enters the next phase of her education.



Sydney Clontz

Sydney Claire Clontz, daughter of Deanna and Kevin Clontz, *Sales Engineer* in Springfield, recently graduated from Bentonville West High School. Sydney had a distinguished high school career as a member of the National Honor Society; Founder, President, and Secretary of Best Buddies International; Secretary and Peer Buddy for Link Den; Den Leader for EAST Initiative; and a Delegate AP Scholar with Distinction. In the gym, she was a varsity member of the BWHS competition cheer squad. Even with a full school schedule, Sydney found time to work as an Assistant Manager at Maurice's clothing store. She has been accepted to the University of Arkansas to pursue a degree in Psychology with a Pre-Med track, hoping to becoming a Child Psychologist. This summer, Sydney is working part-time at Freeman-Burchfield Institute for Cognitive Behavioral Therapy and traveling with friends.



Peyton John Pfile

Peyton John Pfile, son of Jodi and Brian Pfile, *Branch Manager* in Richmond Hill, GA, graduated in May from Richmond Hill High School. A very involved student, Peyton was an active member of the Young Republicans Club and recognized as part of the National Honors Society. He also excelled as an athlete, contributing to a winning season as a starting defender on the RHHS Lacrosse team. Outside of school, he enjoys hunting, fishing, shooting and working on his truck. Peyton will be attending Liberty University to study Strategic Intelligence.





TEAM NEWS

EMPLOYEE ANNIVERSARIES

30 YEARS:

Cindy Baxter, Sales Support Specialist, Lakeland
Jim Wallace, Branch Manager, Salem

25 YEARS:

Eddie Rhyne, Secretary Treasurer, Greensboro
Bryan Killian, Branch Manager, Chesapeake

20 YEARS:

Walt Crigler, ESSCO Sales, ESSCO

15 YEARS:

Collins Allen, Sales Engineer, Brookhaven
Daniel Jones, New Pump Assembly Supervisor, Greensboro
Michael Sparkman, Mechanic II, Charleston

10 YEARS:

Bryant Bailey, Mechanic I, Greensboro
Fred Peche, Machinist, Lakeland
Jeff Lamy, Repair Coordinator Supervisor, Knoxville
Micah McCall, Branch Manager, El Dorado

5 YEARS:

Spencer McAden, ESSCO Application Engineer, ESSCO
Amanda Johnson, Sales Support Specialist, Municipal West
Josh Jones, Contract Administrator, Southern Sales

1 YEAR:

Christian Workman, Sales Engineer Trainee, Greenville, SC

PROMOTIONS

Sarah Bodenheimer, Operations Support Specialist Supervisor, Greensboro
Corey Elliott, Service and Repair Supervisor, Lakeland
Jacob Mitchell, Service and Repair Manager, Knoxville
Grady Saunders, FEP Manager, Greensboro

TRANSFERS

Willie Harris, Shipping/Receiving Clerk, Macon - Formerly Greensboro
Christian Workman, Sales Engineer Trainee, Municipal East - Formerly Greenville, SC

Welcome Our New Hires

SPRING 2021

Randy Hayes
Mechanic II, Brookhaven

Sidney Sambrano
Shipping/Receiving Clerk, Southern Sales

Trent Potier
Machinist, Beaumont

Keith Williams
Shipping/Receiving Clerk, Greensboro

Jackie Bynum
Human Resources Assistant, Greensboro

Owen Gilbert
Inside Sales Trainee, ESSCO

Michael Raulston
Uniguard Technician, Uniguard

Lynn Shelton
Mechanic I, Charleston

Mark Haselden
Sales Engineer, Beaumont

LaTisha Sellars
Accounts Receivable Clerk, Greensboro

Tyler Alvarez
Sales Support Specialist, Greenville, SC

Thomas Batchelor
Mechanic I, Macon

David Fisher
Shipping/Receiving Clerk, Greensboro

Missy McLaughlin-Raney
Application Engineer, Lakeland

William Brown
Mechanic I, Greenville, SC

Jason Carroll
Shipping/Receiving Clerk, ESSCO

Kayne Bellot
Mechanic I, Beaumont

Tony Burchette
Repair Coordinator, Greensboro



IN MEMORIAM

Dennis Lemen

Dennis Lemen, *Service and Repair Manager, Beaumont, TX*, passed away on Sunday, June 13. Dennis is remembered fondly by many Tencarva employees. His dear friend Dwayne Hughes, *Sales Service Manager, Lexington*, spoke lovingly about their friendship, and their sometimes spur-of-the-moment fishing or hunting trips. The rumor of biting fish was enough to take the pair on 15-hour driving trips with no notice. Dennis was a perfect road trip companion and coworker. Dwayne said Dennis "took people under his wing. He made people feel welcome, feel like part of the team...He was my brother."



"The world lost a good man with his passing."

Dennis made an impact on Tencarva employees from all areas. Walter Hieber, *Marketing Manager, Greensboro*, said "He had me in stitches with his sense of humor and fast wit...There was an honesty and integrity to him that was very endearing."

Dennis is survived by his wife, Deborah, son Travis, son and daughter-in-law Branden and Maranda, grandson Connor, and many more beloved family members. Dwayne said, "He was a great guy, a great friend, and a good family man. He loved his wife, his kids and his grandkids." Walter said it best: "The world lost a good man with his passing."

Anyone wishing to honor Dennis's life may make a contribution to the Wounded Warrior Project, P.O. Box 758516, Topeka, Kansas 66675-8516.

Marcus Borders

Marcus Borders, *Service Technician, Southern Sales, Nashville, TN*, passed away on Wednesday, July 7. Cindy Copeland, *Sales Admin Manager, Southern Sales*, said, "He will be missed tremendously." Marcus is remembered as a kind man around the office. Cindy said, "I enjoyed working with Marcus. He was very quiet, and I never saw him upset."

Marcus was a proud husband and father. He and his wife Tisha had three sons, Dawson, Carson, and Ayden, who preceded his father in death. Cindy said, "He and his wife were very involved with the kids. They were at every game and practice. He would be the one grilling when they had cookouts for fundraisers." The boys also loved the big



"He will be missed tremendously."

leagues. The family had season tickets to the Tennessee Titans and sometimes traveled out of town for away games. Michael Wilson, *Mechanic, Nashville, TN*, added, "If their boys were interested in it, Marcus and Tisha were interested in it."

Michael agreed that Marcus was a quiet presence around the office, which may have contributed to one of his lesser-known hobbies. "Not many people knew it - I just happened to catch it a couple times - he was a little bit of a practical joker. He was just so good he never seemed to get caught." There were a few possible unaware targets of Marcus's pranks, including one coworker whose chair seemed to get up and walk away on a weekly basis.

Marcus had worked at Southern Sales for over 12 years and will be remembered fondly. According to Michael, "He was a hard worker. He always wanted it to look right. He took pride in his work." We're truly proud to have had Marcus on the team.

Anyone wishing to share additional memories with the family may do so at familyheritagefh.com.



1115 Pleasant Ridge Rd, Greensboro, NC 27409

Tencarva, Leading the Way

Recognizing our team and our company.

Gorman-Rupp Pumps recently awarded Tencarva with multiple plaques recognizing our sales teams: Tencarva Municipal East for 2020 Largest Sales, and Tencarva Machinery was awarded 2020 Largest Positive Displacement Sales and 2020 Largest Industrial Sales.

