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JUST FOR FUN

2 WAYS TO REPRESENT THE TEAM
Thanks for a job well done.



Tencarva gives away a free promotional shirt to all employees every two years. This year we had two options: an Adidas Polo Shirt and an Adidas t-shirt. The polo has a subtle Tencarva logo on the sleeve, making it appropriate to wear outside work. The t-shirt is bolder, featuring the company's industrial and municipal brands, including service and fabrication. These shirts are a small token of appreciation to the employees to let them know how appreciated their work is across the board.



Tencarva recognized for OUTSTANDING SALES



Gorman-Rupp Pumps recently acknowledged Tencarva for outstanding sales with three major distinctions. In 2021, Tencarva exceeded Gorman-Rupp's sales goals, receiving awards for sales of both centrifugal pumps and gear pumps. Our team was also honored to receive an additional award as a member of the "Million Dollar Club," meaning as a company we sold over one million dollars in pumps. Tencarva is proud to partner with Gorman-Rupp to provide excellent equipment to our clients by working with this industry leader.



Steve Newsome, Ed Pearce, Ron Bowen and Charlie Halat (Gorman Rupp) display two plaques for outstanding sales in rotary gear and commercial pump sales acknowledging Tencarva exceeded our goal for both of these categories in 2021. The glass award is for the "Million Dollar Club".



2022 Biennial Meeting

This May, Tencarva employees gathered for the long-awaited 2022 Biennial Meeting at the Ballantyne Hotel and Lodge in Charlotte, NC. After the 2020 meeting was canceled due to the pandemic, all were eager to gather together in person for this exciting event.

In all, over 100 people attended with a mix of sales engineers, management and, for the first time, members of Bessemer, some of whom attended virtually. Many who arrived early enjoyed a round of golf, some prepared the conference hall with audio, video and camera equipment, and others navigated flight delays and weather issues. A professional photographer was on hand to capture the scheduled events.

The event began with a reception on the atrium terrace and a dinner and awards ceremony. Ed Pearce kicked off the dinner, introducing many first-time attendees and handing out awards. The award recognitions spanned from 2018 to 2021 and included Rookie of the Year, #1 Sales Engineer Award, and Outstanding Performance Top Ten Sales Engineer Award.

Micah McCall received the 2022 Wannamaker Award for his exemplary work in growing the territory in El Dorado, Arkansas. The 2022 Tencarva Founders Cup award went to the Chattanooga, TN branch. This award is for the branch or department that best exemplifies the guiding principles of Tencarva: Integrity, Humility, Teamwork, Commitment, Passion, and Excellence. David Lee, representing the previous award winner of Charleston, SC, handed over The Founders Cup to Rick Walker, Crawford Logan and Will Youngblood of the Chattanooga branch.



Ed Pearce offered welcome remarks to start the Biennial Meeting.

On Monday, Ed Pearce gave the State of the Company address. A virtual presentation by Bohdan Tyshynsky, Vice President of Bessemer and his team in New York, followed. This was a first for Tencarva and was highly anticipated by all in attendance. Don Jackson summarized the state of distribution, how the industry is evolving and what that may mean for Tencarva over the next ten years. Michael Bell gave a spirited breakdown of the developments in IFS, explaining its vast advantages over previous systems. Carl Garofalo and Bob Cooper spoke on overcoming adversity and the lessons learned along the way. Jeremy Reese delivered the undisputed highlight of the presentations. He shared life lessons and personal examples of his father reaching his goals and overcoming

personal limitations. Jeremy showed countless examples of world-class winners who, rather than buckling under the pressure of severe challenges, rose to maximize their strengths because of the obstacles, using these as fuel to fire their motivation. Upon completion, the audience gave a well-deserved standing ovation and many people left inspired and motivated. After the presentations, the group broke away to participate in activities.

While some of the activities went on as planned, bad weather kept many participants on the grounds, spending time getting



Adam Sauter and Spencer McAdams presenting on the Tencarva and ESSCO collaboration.



John Marbury, Greg Ely and Carl Garofalo intently absorbing the presentations.



Andy Kleinlein, Varun Ganesh and Bohdan Tyshynsky.



Jeremy Reese delivering an impassioned speech encouraging the team to allow challenges to fuel the greater good.

to know other employees and working. Golf fans, however, pivoted to indoor fun at Top Golf. Overall, everyone made the best of the socialization time, building relationships and growing friendships.

On Tuesday, there were presentations from many departments. Walter Hieber gave an update on the Marketing Department while discussing the importance of marketing and recruiting, and how they function together. Jennifer Nordbladh provided insight into the new onboarding process in Paylocity while explaining the significance of employee retention. Derek Michalski and Caleb Carter presented a custom repair job for Evergreen packaging, highlighting some of our teams' clever out-of-the-box solutions. Henry Ritchie from the Operations team explained how Brand Tencarva is a growing revenue source for the company. Kenny Geoghagan shared his thoughts on how to grow Uniguard. Dwayne Hughes described the new growth opportunities in the Service department, and new-to-the-team Jim Durnell explained what has been happening in the Fabrication department. Overall, the picture the operations group paints of the Tencarva future looks hopeful.

After a brief break, Rob Pohlmann shed light on the state of

cybersecurity and congratulated those who have never fallen for his cyber hacking traps. Following the IT department update, Chap Plott demonstrated how Sumitomo gearbox repair has been opening new avenues for growth in uncharted areas for Tencarva, chipping away at the competition. Ron Bowen followed with an update on ESSCO since the two groups began sharing the same building in the Greensboro headquarters. He introduced some recent new hires and showed the new ESSCO panel shop building. A tag-team combo of Tencarva and ESSCO featuring Adam Sauter and Spencer McAden then shared a fantastic opportunity that required a Tencarva-ESSCO collaboration to solve a unique and specific remediation problem. The partnership has been beneficial for all involved.

To close this successful event, Ed Pearce wrapped up the Biennial with an inspiring charge to all to embrace the future and continue to overcome the challenges ahead.

The 2022 Biennial was a tremendous success. The entire group emerged with a renewed sense of vitality and vigor to embrace the unpredictable future and transform it into something extraordinary.



Kenny Geoghagan, Barry Paternoster, Todd Noderer, Hayden Chappel, and Travis Poling enjoying a leisurely breakfast.



Susan Ingram, Jennifer Nordbladh, Walter Hieber, and David Kirkman.



ANNOUNCEMENTS

2022 Biennial Meeting Award Recipients

2022 Bill Wannamaker Award



MICAH MCCALL



Award Winners, L to R: Bryan Killian, Jennifer Nordbladh, Adam Sauter, John Rogers (kneeling) Chad Plott, David Lee, Brent Fulghum, Nathan Edens (kneeling), Jonathan Herlong, Guy Chapman (kneeling), Ed Pearce.

Rookie of the Year Award

- 2018** Jonathan Herlong
- 2019** Austin Baxter
- 2020** Maribeth Blonchek
- 2021** Caleb Carter

#1 Sales Engineer Award

- 2018** Bryan Killian
- 2019** Nathan Edens
- 2020** Brian Atwater
- 2021** Bryan Killian

OUTSTANDING PERFORMANCE

Top Ten Sales Engineer Award

2018	2019	2020	2021
Nathan Edens	Guy Chapman	Adam Sauter	Nathan Edens
Chad Plott	Bryan Killian	Nathan Edens	Brent Fulghum
Guy Chapman	Adam Sauter	Jeff Johns	Adam Sauter
Adam Sauter	Brian Atwater	Larry Strickland	Brian Atwater
Chris Pirolo	Chad Plott	Guy Chapman	Guy Chapman
Ken Love	Ken Love	Bryan Killian	Mac McAdams
Brent Fulghum	Larry Strickland	Mac McAdams	David Lee
David Lee	David Lee	David Lee	Larry Strickland
John Rogers	Frank Lucius	Brent Fulghum	Kenny Graham



Diane Underwood

"We're just a big family."

Diane Underwood, Sales Support Specialist, Greensboro, NC, worked for years as the administrative assistant to the Director of Engineering at Galey and Lord, a division of Burlington Industries, before they downsized. "Right after 9/11, I was laid off. A lot of stuff went overseas as far as making fabric," she remembers. The switch to industrial pumps and equipment wasn't exactly an obvious choice. "I knew Buddy Boyles. He used to call on me. We bought air dryers for the plants, and I kind of knew him." One day, Diane picked up the Sunday paper and saw an article about Tencarva Machinery and how they were doing so well in those difficult economic times. "I got in touch with Buddy Boyles and interviewed with him and Harold Muse. They offered me the job a few days later."

Diane's hire date was one month shy of her 50th birthday. "It was a different world," she said. She had a steep learning curve, suddenly having to understand mechanical seals and impellers. Diane laughs, "I hated it...I wasn't really a happy camper at the beginning."

However, as Diane grew into her role and learned the ropes, she came to love her work and Tencarva. It helped that she had a good teacher. "Beth Whitesell is retired now. She taught me everything that I know as far as how a pump works. More so then than they do now. Years ago, you needed to know about the workings of a pump. Now it's more or less putting in the orders and making sure you got everything in there," Diane said.

It's no surprise Diane found her footing quickly at Tencarva – she's no stranger to hard work. She's worked for almost 53 years since she started at age 17. "I took one year off the year my daughter was born," Diane said. That's all.

Diane grew up in Long Island, NY. "I married a Southern boy, and he brought me down here," she said. Moving to North Carolina with sweetheart Bobby was a new experience. She continued, "I come from a New York Italian family. They know all your business. [Down here], it was a different culture. It was kind of hard." So Diane went to work to try to make some friends. As her career progressed and her kids came along, she found her community in North Carolina. She said, "Now, I wouldn't live anywhere else."

Diane and Bobby built quite a life for themselves in Oak Ridge, just outside Greensboro. Diane remembers, "He was my best friend, my confidante. He knew what I was thinking, and I knew what he was thinking. We'd been going back and forth, and he'd say, 'Gah, you're scaring me; I was just thinking that!'" The couple, married 46 years, have two children together.

Daughter Katie lives in Summerfield, and son Christopher lives in Walkertown. Christopher has three children, and Diane is a very proud grandmother. Grandson Dylan graduated UNCG this May, granddaughter Avery is attending Elon, and grandson Blake is graduating 8th grade. When asked about them, Diane was happy to brag, "Avery was one of six accepted into the physician's assistant program at Elon. She got a presidential scholarship!"

Bobby passed away in 2019, and it's been hard on Diane. "That was another method to my madness to stay [at Tencarva]. I didn't want to be alone in the house, so I kept working," she said. Three years later, she's still hesitant to leave. "I wouldn't be leaving now if we weren't getting a new system. This is the third one I would have to learn. I just turned 70 and feel like maybe it's time."

New system or not, Tencarva has become Diane's second home over the past 20 years. "We're here more than we are with our own families. We're just a big family. We work, but we also cut up and have a good time when we're working. Our job is stressful, but we have a good time and laugh. That makes it enjoyable."



Diane's 70th birthday celebrated at the Greensboro office.

The "guys," as she calls them, have especially grown on her. "I feel like their mother, their grandmother – their Yaya. They're all so young, late 20s and early 30s. I'm always telling them what to do, how to do it; that's my nature. They just shake their heads and go on saying, 'Yes, ma'am.'" Diane was hired around the same time as Nathan Edens, now Branch Manager of Tencarva Greensboro. Diane reminisces, "I've been with Nathan for 20 years. I feel like he's my adopted son." She continues, "Derek Heard, he's a person of many layers. You have to keep peeling them off. A very, very good person. Goes out of his way to help you. He's been a lot of support to me as a person."

Now it's time to leave her "guys" behind and strike off on her own. She'll keep her home base local for now. "I have a place at Morehead City, but I'm not ready to move to the beach permanently. Not with the family I have left here. I'd be too lonesome." Instead, Diane plans to take some short trips to see family. She'll stop in on an aunt in Florida, then head north to visit family. She noted, "I'll be able to stay more than a week if I want to. No need to rush back."



TEAM NEWS

EMPLOYEE ANNIVERSARIES

45
YEARS

Pete Simpson, *ESSCO Inside Sales, ESSCO*

35
YEARS

Ron Bowen, *Vice President, Greensboro*

30
YEARS

Mac McAdams, *Sales Engineer, Knoxville, TN*
Steve Newsome, *Vice President, Richmond*
Rick Walker, *Branch Manager, Chattanooga*

25
YEARS

John Monroe, *Application Engineer, Municipal East*
Kevin Rogers, *Branch Manager, Nashville*

20
YEARS

Jason Lake, *Sales Engineer, Richmond*
John Rogers, *Sales Engineer, Greenville, SC*

15
YEARS

Jody Akers, *IT Systems Administrator, Greensboro*
Adam Sauter, *Branch Manager, Wilmington*
Stacy Waller, *Mechanic II, Macon*

10
YEARS

Tee Hammond, *Sales Engineer, Greenville, SC*
Tim Linthicum, *ESSCO Sales, ESSCO*

1
YEAR

Becca Alexander, *Shipping/Receiving Clerk, Lakeland*
Tyler Alvarez, *Sales Support Specialist, Greenville, SC*
Tony Burchette, *Repair Coordinator, Greensboro*
Jackie Bynum, *Human Resources Assistant, Greensboro*
David Fisher, *Shipping/Receiving Clerk, Greensboro*
Owen Gilbert, *ESSCO Inside Sales Trainee, ESSCO*
Mark Haselden, *Sales Engineer, Beaumont*
Missy McLaughlin-Raney, *Application Engineer, Lakeland*
Michael Raulston, *Uniguard Technician I, Uniguard*
LaTisha Sellars, *Accounts Receivable Clerk, Greensboro*
Lynn Shelton, *Mechanic I, Charleston*
Keith Williams, *Shipping/Receiving Clerk, Greensboro*

PROMOTIONS

Phil Davis, *Repair Coordinator Supervisor, Greensboro*

Corey Elliott, *Service & Repair Manager, Lakeland*

Jeff Lamy, *Continuous Improvement/Training Specialist, Knoxville*

Anne Marie Manailovich, *Sales Support Specialist, Lakeland*

Sid Sambrano, *Field Service Coordinator, Nashville*

Robbie Smith, *Machinist, Greensboro*



SUMMER 2022 NEW HIRES

Jose Boria Oquendo
*Mechanic I
Lakeland*

Mark Bradley
*ESSCO Inside Sales
ESSCO*

Jason Cliff
*Sales Support Specialist
Wilmington*

Travis Coker
*Mechanic I
Greenville, SC*

Ron Coleman
*Sales Support Specialist
Greensboro*

Jim Durnell
*Fabrication & Electrical
Packages Manager
Greensboro*

Sam Edwards
*Sales Engineer Trainee
Greensboro*

Danny Fergus
*Application Engineer Trainee
ESSCO*

Cory Fontenot
*Service Technician
Beaumont*

Harold Hughes
*Mechanic II
Lakeland*

Michael Malone
*Service Technician
Charleston*

Jacob Moss
*Application Engineer Trainee
Richmond*

Richard Nations
*Repair Coordinator
Brookhaven*

Paul Nieves
*Shipping/Receiving Clerk
Lakeland*

Jonathan Oneill
*Uniguard Technician I
Greensboro*

Chris Pate
*Uniguard Technician I
Greensboro*

Jason Steele
*Mechanic I
Greensboro*

Hannah Stewart
*Sales Support Specialist
Wilmington*

Jeremy Swaney
*IT Desktop Support &
Telecom Analyst
Greensboro*

Shawn Thorne
*Shipping/Receiving Clerk
Greensboro*

Scott White
*Sales Support Specialist
Macon*

Marie Williams
*General Accountant
Greensboro*

Bonnie Yates
*Sales Support Specialist
Nashville*



GRADUATIONS

Breanna Newberg:

Daughter of **Thom Newberg, Account Manager, Hudson Pump**, recently graduated from Lakeland Christian School high school in Lakeland, FL. Breanna's academic resume is extensive and impressive. As Salutatorian, she boasts a 1540 SAT score. Breanna led her soccer team to back-to-back state championships. A Heisman scholarship winner and 3A High School Soccer Player of the Year, it's no surprise Breanna is landing at the Air Force Academy, where she will attend this fall. Congratulations, Breanna!



Lilly and Kaylie Rothrock:

Daughters of **Scott Rothrock, Machinist, Greensboro**, and wife Dana, graduated from Glenn High School this June. Both have been accepted to colleges in Greensboro this fall, with Lilly attending Guilford College and Kaylie heading to UNC Greensboro. While both sisters played varsity volleyball and are members of the National Honor Society, each has distinguished themselves throughout their high school careers. Lilly graduated 5th in her class and will be pursuing a teaching degree while playing volleyball for her college team. Kaylie will pursue a Master's degree in Nursing and has been recognized as a National Technical Honors Society member. Scott and Dana are so proud of their daughters and look forward to seeing what they achieve in their next steps.



RETIREMENTS & YEARS OF SERVICE

- Don Benton**, Division Manager, ESSCO - 38 years
- Tom Herndon**, Project Manager, Southern Sales - 24 years
- Ricky Pollan**, Branch Manager, Municipal West - 19 years
- Diane Underwood**, Sales Support Specialist, Greensboro - 20 years
- Hank Webster**, Inside Sales, ESSCO - 9 years

TENCARVA TALENT

Lori Corbett, General Accountant, Tencarva Greensboro, joined the team over a year ago. In that short time, many of her coworkers have seen her meticulous skills on display on spreadsheets, and in the gorgeous handmade quilts she brings in. "I keep a lap quilt in the office for when it's cold. Some people are curious. The first thing they always ask is, 'Did you make this?'. I don't show off anything I didn't make," Lori said.

She's been quilting for about 38 years. Her grandmother was a seamstress and her mother sewed at home, initially for fun, then making clothes when her kids were little. Lori picked up the family craft at 16 years old. The first quilt she made was right out of college. She wasn't working and didn't have a lot of money, so she found material for 25 cents per yard.

"If you can sew a straight line, you can make a quilt," Lori declares. And she's had plenty of practice sewing those straight lines.



Lori is proud to show off her quilts; many made as a labor of love for family and friends. She sewed the Celtic heart quilt for her husband, who is of Irish descent. For her daughter's first big-girl bed, she made a blue and white bowtie quilt over 30 years ago. And a pink and white barn star pattern was quilted by hand for Lori's parents.

An incredible amount of hours go into her intricate quilts. Her showpiece - the one-piece a quilter considers their favorite - is a multicolored dahlia she did entirely by hand. "I worked on this on and off for five years. I'd set it down and pick it back up again." One of her more recent quilts has 7000 pieces. That one took about 18 months.

"I just do it because I love it. However, it is getting to the point where I may sell some of these. There's only so much swapping out I can do," Lori said. She may be ready to part with some but acknowledges the price for a handmade quilt reflects the years of effort put into them. However, Lori generously adds, "If people wanted to learn quilting, I'd be more than happy to teach them."





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Tencarva, Partnering for Excellence



One of many specialty product lines Tencarva offers our customers, Sumitomo is a premier manufacturer of industrial gear drives. June 13-15, Tencarva sales engineers visited the Sumitomo facility in Chesapeake, VA to learn in-depth about their engineered solutions for industrial power transmission customers.

Left to Right: Ivan Rebollo, Tyler Kosco, David Daniel (kneeling), Christian Workman, Rob Liszkiewicz, Adam Sauter, Ellis Pickens, Jonathan Herlong, Ben Toline, Maribeth Blonchek (kneeling front), Andrew Heineck (kneeling back), and Brian Delaney.

