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## JUST FOR FUN

### TOAST TO A JOB WELL DONE



Upon retirement, **Ricky Pollan, Municipal Sales Engineer, Memphis, TN**, was gifted a customized Tencarva mug by Mike Jones. Jones, who has replaced Pollan, had their coworkers sign this cheeky present that doubles as an out of office message now that Pollan is enjoying a slower pace of life.



## TENCARVA HIGHLIGHTED FOR SAFETY EFFORTS

**In 2022, Tencarva has been recognized by multiple risk management entities for our exceptional safety record.** Receiving both the Award of Excellence from Elite Distributors Insurance Company (EDIC) and the Gold Safety Award from Highwire, we proudly stand among the safest contractors and industrial vendors in the nation.



The EDIC Award of Excellence places the company among the top 5 members of the captive insurer for effective safety programs & performance, favorable claims experience, and participation in risk control workshops in 2022. This recognition is due in large part to the ongoing efforts of Dave Dressner, Compliance and Safety Manager, Greenville, SC.

"This is quite an accomplishment," said Ed Pearce, President, Tencarva. "There are over 130 members of the EDIC captive and to be recognized as one of the top 5 for the 2022 year is remarkable. Not only did we have an excellent claim year, we also participated in the safety workshops and meetings and complied with the other request of the captive to help reduce the costs for the ENTIRE membership."

EDIC provides casualty insurance coverage to distributors across industries including electrical, building materials, HVAC, industrial, paper, plumbing, and more. Pearce continued, "We are now seven years with EDIC and the benefits to our employees and company have really accelerated over the last several years."

Highwire awarded Tencarva their Gold Safety Award in late November. This award is presented to companies that register a safety score of 85-95% in the Safety Assessment Program administered by Highwire. Highwire is a risk management contractor whose platform allows Tencarva to collaborate with partners to mitigate the safety, finance, quality, and sustainability risks that determine success or failure.



Pearce went on to highlight some key employees who have led the charge for stressing safety in the workplace at Tencarva including Dave Dressner, Dwayne Hughes, Michael Bell, Jennifer Nordblad, and Henry Ritchie:

*"Thank you for continuing to stress safety with all of your employees and working closely with Dave to continually enhance our safety efforts."*





## ANNOUNCEMENTS

### Fischer Process Industries joins the Tencarva family



Tencarva Machinery Company has acquired Fischer Process Industries, a leading distributor of pumps, valves and process equipment. Fischer Process' existing management team, including President Ken Fischer, will remain with the company.

Ed Pearce, President of Tencarva, said, "Fischer Process Industries has a long track record of success, a skilled management team and strong service capabilities. The partnership brings the addition of valves to Tencarva's product line and gives us access to new markets in Indiana, Kentucky and Ohio while bolstering our presence in Georgia. Fischer Process and Fischer Process-South, which will also join us, are the perfect complement to Tencarva's existing platform, which we plan to continue expanding through strategic acquisitions."

Headquartered in Loveland, Ohio, with additional locations in Alpharetta, Georgia, Owensboro, Kentucky, Marietta, Ohio, and Indianapolis, Indiana, Fischer Process serves customers in Ohio, Indiana, Kentucky, West Virginia and Georgia. Fischer Process offers full applications engineering capability and complete repair and service centers for rotating equipment and liquid handling equipment in each of its locations.

Mr. Fischer commented, "We're very excited about our partnership with Tencarva, which allows us to run a larger platform with the benefit of scale as we grow our business. Tencarva introduces us to a broader customer and vendor base, and enhances our service capabilities in addition to improving back-office efficiencies."



Fischer Process employees in new Tencarva t-shirts, L to R: Becky, Julio, Chuck D, Dylan, Susan, Carl, Chuck A, Dave, Benjamin, Eric, Glenn, Tina, Justin, Rachel



L to R: Austin, Jon P, Chad, Gary, Paul, and Larry

### Tencarva moves up to #36 on Industrial Distribution Big 50

*Industrial Distribution*, a trade magazine, recently released their BIG 50, a list of North America's top distributors of industrial products. In 2022, Tencarva moved up from 37 to 36, following rising sales in 2021 over the previous year. Sales rose to \$252M over 2020's \$234M. *Industrial Distribution* noted Bessemer's recent investment in Tencarva, which provided flexible capital that has enhanced the company's resources and possibilities for continued expansion.



L to R: Ron Bowen, Nathan Edens, Susan Ingram, Michael Bell, Ed Pearce, Rob Pohlmann, Ed Sears, Jennifer Nordbladh, Walter Hieber, Jennifer Pacini, David Kirkman

### Tencarva honors former employee with scholarship

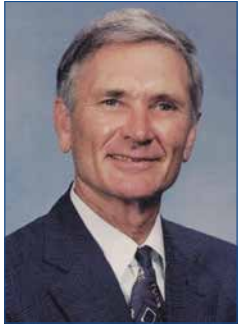


Clemson University recently awarded the Clay Bryan Thomas '87 Memorial Scholarship Endowment to select engineering and science students for the 2022-2023 academic year. Tencarva is proud to have established this scholarship in honor of former Columbia branch manager Thomas who passed unexpectedly in 2012. This year, Tencarva supported the education of five engineering students as a continuation of Thomas' legacy in the company.

- John W. Thomas:** Mt. Pleasant, SC, Civil Engineering
- Aaron P. Cecil:** Rock Hill, SC, Mechanical Engineering
- Mayci A. Nodine:** Spartanburg, SC, Chemical Engineering
- Aaron L. Smith:** Chapin, SC, Civil Engineering
- Domiano F. Vicaro:** Bluffton, SC, Chemical Engineering



## Remembering Jack Miller Co-Founder of Tencarva



**Jack Miller, Co-Founder and Former President, Tencarva**, passed away on September 1, 2022.

Jack was born on April 2, 1932 in Charlotte, NC. He was an engineering, ROTC graduate of North Carolina State University, where he was a member of Kappa Alpha Order. After college, Jack served in the Air Force as a fighter pilot for three years. Jack

met his wife Nancy on a blind date on New Year's Eve in 1958. They were married a year later.

He began his career working as a sales engineer for Tidewater Supply Machinery Division in Norfolk, Virginia. He stayed with the company for twenty years working in Norfolk, VA, Greensboro, NC, and Richmond, VA.

A change to the sales engineers' pay plan encouraged Jack and others to strike off on their own. In March of 1978, Jack teamed up with Vernon Cashwell, Dick Smith, Bill Stewart, and Bob Paschal to found Tencarva Machinery Company. Jack served Tencarva for the next 20 years, becoming president in 1990 and retiring at age 66 in 1998.

After retirement, Jack was active in investing and developing various real estate projects in Virginia and North Carolina. Jack and his family have enjoyed many years at their home on the water at Gwynn's Island, where he was always busy, fishing, boating, and gardening. He was a very active member of his community.

At his passing, Jack was 90 years old, was survived by his wife, Nancy; his son, John S. Miller Jr., and his wife, Carter Gibbs Miller; his daughter, Rebecca Miller Mahon, and her husband, Bernard Walton Mahon Jr. of Fredericksburg. He is also survived by his five grandchildren, Anna, Walton, Sutton Mahon, and Jack and Carrington Miller; and his sister, Marianna Miller Raugh of Hickory, North Carolina.

## Don Benton

### 35 years of dedication to ESSCO



**Don Benton, Division Manager, ESSCO**, has retired after 35 years of service. Originally an outside salesman, Don lived in Charlotte, covering the surrounding area. A few short years later, he made the move to Kernersville and joined ESSCO's Greensboro office.

From the very beginning, Don was famous for putting his customers first. Debbie Manley, Purchasing Manager, ESSCO, was Don's support person while he was on the road. "At ESSCO, we put service before sales. Don was always saying, 'You've gotta take care of the customer.' Whatever the customer needed, he took care of it."

In Greensboro, Don eventually took over the sales management responsibilities. He knew the ins and outs of the entire operation. Jeff Johnson, current Sales Manager, ESSCO, marveled at the way Don became so much a part of the company: "He was passionate about ESSCO and loved to tell everyone about our expertise, what we did—he was good at that. I always joked with him that if I ever took anyone on a tour of our facility, it would take about 5 minutes. If Don took them, it was going to be 20-30 minutes."

Don worked under Stan Shelton, retired VP, ESSCO, at the beginning of his tenure in Greensboro. They worked together for about 25 years, and built a firm friendship. "Don always did

a really good job. He was very good at attention to detail but he couldn't read his own writing and neither could anyone else," Stan laughed, remembering Don's infamous chicken-scratch. "He wrote down some stuff for a customer one time, brought it in to me and said 'Can you read this?'...He should have been a doctor."

Outside of work, Don was always a dedicated family man. His two daughters and one son grew up while he was at ESSCO and Don stayed busy driving to countless soccer games. Now he stays busy with his ten grandchildren. All his kids still live in North Carolina, so Don's passion and focus is on living the retired life and enjoying being a grandfather.

His retirement this year has made an impact on his coworkers, past and present. Debbie said, "We're all going to miss him. Don was a major part of ESSCO and with all of us—the old timers—retiring, ESSCO is definitely changing. It's the end of an era." After 35 years of supporting ESSCO, he's earned a happy retirement. Stan put it plainly: "Don's just a really good person."



ESSCO team members gathered to celebrate Don's retirement



# RECOGNIZING OUR VETERANS



## — Our Veteran Employees — *Recognizing those among us who have served our country*



Donnie Tucker



Hulin Saunders



Casey Bowman



Dawn Swinson



Carl Marshall



Travis Poling



Steve Puskaric



Faron Lewis



Dwayne Hughes



David Alexander



Derrick Edwards



Tom Thomas



John Hogan



Terry Davis



Brenda Haynes



Collin Schmidt



Scott Moore



Jillian Silvernail



Seth Birkeland



Chris Van Dyke



Mike Brandt



Carter Wagner



## CHARLESTON

**Mike Malone**  
US Navy  
Service Technician

**Shane Quinn**  
US Army  
Mechanic II

**Lynn Shelton**  
US Air Force  
Mechanic I

**Michael Sparkman**  
US Army / Navy  
Mechanic II

## CHESAPEAKE

**Faron Lewis**  
US Navy  
Mechanic II

## CUMMING

**Mike Brandt**  
US Navy  
Application Engineer

**Charlie King**  
US Air Force  
Sales Engineer

## EL DORADO

**Seth Birkeland**  
US Marine Corps  
Sr. Sales Support  
Specialist

## ESSCO

**Donnie Tucker**  
US Air Force  
ESSCO Service Technician

**Jason Hanley**  
US Marine Corps  
ESSCO Controls Service  
Technician

## GREENSBORO

**Derrick Edwards**  
US Army  
Human Resources  
Generalist

**Hulin Saunders**  
US Army  
Mechanic I

**Brenda Haynes**  
US Army  
Sr. Operations Support  
Specialist

**Dwayne Hughes**  
US Army  
Director of Service

**Dawn Swinson**  
US Navy  
Sr. Operations Support  
Specialist

## JACKSONVILLE

**Collin Schmidt**  
US Army  
Sales Engineer

**Chris Van Dyke**  
US Marine Corps  
Regional Manager

## LAKELAND

**Travis Poling**  
US Air Force  
Sales Engineer

**David Alexander**  
US Air Force  
Delivery Driver

**Terry Davis**  
US Marine  
Repair Engineer

**Jillian Silvernail**  
US Air Force  
Repair Coordinator

**Carter Wagner**  
US Army  
Repair Coordinator

## LOVELAND

**John Hogan**  
US Navy  
National Sales  
Manager

**Carl Marshall**  
US Marine Corps  
Scheduler Planner

## MACON

**Ryan Cronin**  
US Navy  
Repair Coordinator

**Dave Herrick**  
US Air Force  
Application Engineer  
Manager

## MARIETTA

**Scott Moore**  
US Navy  
Service Technician

## MEMPHIS

**Windell McLain**  
US Navy  
Shipping/Receiving  
Clerk

**John Sansom**  
US Navy  
Sales Support  
Specialist

## MUNICIPAL EAST

**Tom Thomas**  
US Navy  
Sales Engineer

## NASHVILLE

**Zach Valko**  
US Navy  
Repair Coordinator

## SOUTHERN SALES

**Casey Bowman**  
US Army  
Aftermarket Sales

**Kelly Criss**  
US Army  
Service Technician

**Steve Puskaric**  
US Army  
Project Manager



## TEAM NEWS

### EMPLOYEE ANNIVERSARIES

#### 30 YEARS

**Ed Pearce**, *President, Greensboro*  
**David Dorris**, *Service Technician, Southern Sales*  
**Karen Alexander**, *SSS Manager, Lakeland*  
**Gary Deese**, *Repair Engineer, Beaumont*  
**Angie Lusk**, *Repair Coordinator, Memphis*

#### 25 YEARS

**Jeff Johnson**, *ESSCO Sales Manager, ESSCO*  
**Jeff Johns**, *Branch Manager, Cumming*

#### 20 YEARS

**Lisa Jackson**, *Sr. Sales Support Specialist, Charleston*

#### 15 YEARS

**Jim Messer**, *Mechanic II, Lakeland*  
**Tim Elkins**, *Service Technician, Southern Sales*  
**Barry Paternoster**, *Service Sales Manager, Lakeland*  
**Teresa Kiger**, *Credit & Collections Asst., Greensboro*  
**John Galyean**, *Uniguard Design Lead, Uniguard*  
**Wade Young**, *Application Engineer, Lakeland*  
**Willie Harris**, *Mechanic I, Macon*  
**Robert Maxwell**, *Sales Engineer, Lakeland*  
**Richard Gainey**, *Sales Support Specialist, Macon*  
**Frank Lucius**, *Sales Engineer, Municipal East*

#### 10 YEARS

**Will Youngblood**, *Sales Engineer, Chattanooga, TN*  
**Broderick Williams**, *Sales Engineer, Lakeland*  
**Matt Morris**, *Service & Repair Manager, Macon*  
**James Martin**, *Machinist, Beaumont*  
**Christina Stanley**, *Sales Support Specialist, Greensboro*

#### 5 YEARS

**Lamar Scott**, *Service & Repair Manager, Brookhaven*  
**Robbie Smith**, *Machinist, Greensboro*  
**Maribeth Blonchek**, *Sales Engineer, Charleston*  
**Jennifer Pacini**, *Marketing Coordinator, Greensboro*  
**Jeris Faass**, *Mechanic II, Macon*  
**Terry Davis**, *Repair Engineer, Lakeland*  
**Susan Jackson**, *Inventory Manager, Greensboro*

#### 1 YEAR

**Jose Damian Alonso**, *Mechanic I, Greensboro*  
**Teresa Daniels**, *Sales Support Specialist, Richmond*  
**Lori Corbett**, *General Accountant, Greensboro*  
**Chad Corcoran**, *Inside Sales, Indianapolis*  
**Gary Stoll**, *Inside Sales, Indianapolis*  
**Chad Hamilton**, *Mechanic I, Macon*  
**Windell McLain**, *Shipping/Receiving Clerk, Memphis*  
**Kurtis Braun**, *Mechanic I, Lakeland*  
**Gregg Prue**, *Service Technician, Lakeland*  
**Matt Altmeyer**, *Sales Support Specialist, Macon*  
**Jeremy Newsom**, *Uniguard Technician I, Uniguard*  
**Frank Rittenhouse**, *Sales Support Specialist, Jackson*  
**Malcolm Reitz**, *Machinist, Macon*  
**Paul Angelo**, *Service Technician, Indianapolis*  
**Larry Compton**, *Service Technician, Indianapolis*  
**Jeff King**, *Design Engineer, Greensboro*  
**Tyler Hempleman**, *Service Technician, Loveland*  
**Brenda Arellano Romero**, *Operations Support Specialist, ESSCO*  
**Keith Garrison**, *Operations Support Specialist, Greensboro*  
**Andrew Heineck**, *Sales Engineer, Greenville, NC*  
**Jonathon Kelley**, *Machinist, Brookhaven*  
**Jeramie Miller**, *Sales Support Specialist, Richmond*  
**Garrett Morris**, *Service Technician, Southern Sales*  
**Noah Gunter**, *Repair Coordinator, Greensboro*  
**Glenn Smoley**, *Mechanic I, Memphis*

### PROMOTIONS

**David Harbin** – *Service & Repair Supervisor – Memphis*  
**Jeff Stack** – *Business Systems Manager – Greensboro*  
**Jeff Lamy** – *Continuous Improvement/Training Specialist - Alcoa*  
**Broderick Williams** – *Industrial Sales Engineer - Lakeland*



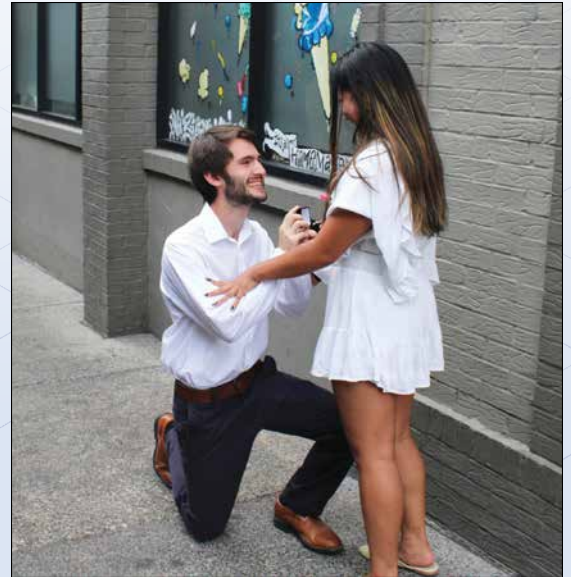
**GRADUATION:**

Sierra Hursey, daughter of Leah and **Ben Hursey, Repair Coordinator, Macon, GA**, graduated this Spring from Jones County High School in Gray, GA. Sierra graduated summa cum laude, lettering in varsity softball and tennis and participating in multiple clubs on campus. She served on the leadership team for the Fellowship of Christian Athletes and volunteered for Unified Physical Education, supporting her local Special Olympics events. Outside of school, Sierra has always enjoyed her church youth functions, drawing, reading and listening to music. She is now attending the University of Georgia in Athens to pursue a degree in Graphic Arts & Design with an intent to continue her education with a Masters in Education.



**ENGAGEMENT:**

**Matthew Geraldson, Mechanic I, Memphis, TN**, recently got engaged to Mary Diaz, daughter of Matthew & Irene Wilson of Southaven. The couple plan to wed in July 2023 at the famous Chapel in the Woods in Graceland, and will celebrate their honeymoon in Hawaii.



**BIRTH:**

**Sarah Bodenheimer, Operations Support Specialist Supervisor, Greensboro, NC**, welcomed new baby, Theodore Hart Bodenheimer on 8/26/22. The healthy new addition weighed 9 lb., 4 oz. and measured 22.5 inches. Mom and baby are both doing well.



**TREK WITH TENCARVA**

**Terri Denmark, Inventory Buyer, Hudson Pump**, visited Weedon Island Preserve in Tampa Bay this summer, and returned with a wealth of knowledge to share on paddleboarding: "Do not look sideways while paddling – one (me) tends to fall off the board. You will need upper body strength to get back onto the board, especially if it is over one's head. But I can do it since I have had lots of practice."



The trip entailed about 4 hours of paddleboarding through mangroves and open water with a midway stop for a picnic lunch.

"We saw fish, gator, turtles, birds, squirrels, sting ray, and hundreds of tiny mangrove tree crabs. I could make it on 'Naked and Afraid' by making them into shish kabobs."

Terri is now a confident paddleboarder, taking her 8-year-old granddaughter for tandem trips without dropping either of them in (possibly gator-infested) waters. "I encourage everyone to go rent one and give it the old college try."

**Jody Linthicum, Service Technician, Nashville, TN**, enjoyed a reel-y great summer getaway to the Norfolk Canyon, 60 miles off the coast of Virginia in 390 feet of water. A special catch, this blue line tilefish weighed eleven pounds. In his day job, Jody works out of southeast Virginia, visiting customer sites to perform repair services for Tencarva Municipal.





1115 Pleasant Ridge Rd, Greensboro, NC 27409

## FALL 2022 NEW HIRES

**Vickie Allen:** Shipping/Receiving Clerk, Lakeland  
**Aaron Bergeron:** Mechanic I, Knoxville  
**Reid Boyd:** Mechanic I, Greensboro  
**Victoria Burnham:** Shipping Receiving Clerk, Loveland  
**Kyle Carson:** Sales Engineer, Indianapolis  
**Paul Casteel:** Repair Coordinator, Owensboro  
**Meagan Cox:** Repair Coordinator, Lakeland  
**Donald Dorey:** Sales Support Specialist, Lakeland  
**Derrick Edwards:** Human Resources Generalist, Greensboro  
**Chase Finney:** Welder/Pipefitter, Greensboro  
**Darin Flannery:** Design Engineer, Greensboro  
**Shelby Franklin:** Repair Coordinator, Loveland  
**Donna Haire:** Sales Support Specialist, Municipal East  
**Tony Harris:** Mechanic Trainee, Indianapolis  
**Gina Hollis:** Sales Support Specialist, Columbus  
**Kelsey Honeycutt:** Sales Support Specialist, Greensboro  
**Kelsey Iker:** Shipping & Receiving Clerk, Loveland  
**Justin Laster:** Mechanic, Owensboro  
**Eric Lockhart:** Sales Support Specialist, Lakeland

**Amy Martin :** Mechanic I, Beaumont  
**Crystal Mazyck:** Repair Coordinator, Charleston  
**Phillip McKinney:** ESSCO Sales, ESSCO  
**William Mehaffey:** Sales Engineer, Johnson City  
**John Parsons:** Mechanic II, Beaumont  
**Julie Powers:** Accounts Payable Clerk, Greensboro  
**David Prach:** Repair Coordinator, Knoxville  
**Gus Purcell:** Sales Engineer, Wilmington  
**Shane Quinn:** Mechanic II, Charleston  
**Ryan Roberts:** Application Engineer, Beaumont  
**Edward Sears:** Corporate Controller, Greensboro  
**Eric Smith:** Sales Engineer, El Dorado  
**Rachel Souders:** Applications Engineer, Loveland  
**Ka'Lea Suber:** IT Helpdesk Support Analyst, Greensboro  
**Thomas Thelen:** Mechanic I Trainee, Richmond  
**Miguel Torres:** Shipping/Receiving Clerk, Lakeland  
**Jeff Vernon:** Sales Support Specialist, Memphis  
**Carter Wagner:** Repair Coordinator, Lakeland  
**Courtney Willet:** Accounts Receivable Clerk, Greensboro  
**Randall Wilson:** Chief Financial Officer, Greensboro