

# PIPELIN

DECEMBER 2023 NEWSLETTER • VOL. 25 NO. 3

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## TENCARVA ELEVATES ITS POSITION TO #28 in The Business Journal's Fast 50 for 2023

Tencarva Machinery Company has once again been recognized for growth and success by securing the 28th position in the Triad Business Journal Fast **50 ranking for 2023.** This achievement marks an improvement from its 36th position in the previous year's rankings. The Fast 50 ranking, an annual initiative by The Business Journal Serving the Greater Triad Area, acknowledges the exceptional progress and achievements of privately held companies in the Triad region. Tencarva has been included on the FAST 50 list more than any other company since the list first appeared 25 years ago.

Tencarva has remained on a consistent growth trajectory, earning this recognition for the 18th time. This milestone stands as a testament to Tencarva's unwavering commitment to excellence and innovation.

As part of the recognition, **Ed Pearce**, **President**, was interviewed. When asked how the company has grown in the past three years he detailed "increased service capabilities and personnel, municipal projects, and moving into Kentucky, Ohio, and Indiana with the acquisition of Fischer Process Industries in 2022." With a positive outlook heading into 2024, Pearce described his goal for Tencarva: "[To be] the premier distributor of engineered equipment, as well as the leading provider of repair of rotating equipment."

The Tencarva family extends its appreciation to dedicated staff whose efforts have been instrumental in reaching this milestone. At Tencarva, we take pride in this honor and reaffirm our commitment to delivering solutions to our customers.





In attendance at the Fast 50 celebration were (L to R) Greg McGehee - CFO, Susan Fischer- Senior Staff Accountant, Walter Hieber - Marketing and Recruiting Coordinator, Jennifer Nordbladh - HR Manager, Ron Bowen - Industrial Sales VP, Varun Ganesh - Sales Engineer, Michael Bell - VP of Operations, Jennifer Pacini - Marketing Coordinator, Nathan Edens - Sales Engineer, and Ed Pearce - President.



# FARON LEWIS Winner of the 2023 Wannamaker Award

In the realm of service and commitment, **Faron Lewis, Mechanic II, Chesapeake, VA,** stands as a shining example of dedication to both Tencarva and our customers. As the recipient of the annual Wannamaker Award, Faron's exceptional service has not only impacted his customers and coworkers but also set a benchmark for service excellence at Tencarva.

The Wannamaker Award celebrates the embodiment of Tencarva's dedication to customer service. It is a recognition bestowed upon one individual who consistently goes above and beyond the call of duty, exhibiting a commitment to serve. For Faron, this award is not just a token of appreciation for isolated incidents of excellence; it is a testament to his daily commitment, day in and day out, to the highest standards of service.

**Todd Corum, Regional Repair Manager,** shared insights into why Faron Lewis was the deserving recipient of the Wannamaker Award: "In my humble opinion I can't think of a more deserving individual than Faron. Tencarva would be very blessed to have more service techs with his dedication to customer service." Todd, who has been Faron's direct supervisor for approximately 16 years, shared a few examples which weighed into his –and others'–decision to nominate Faron.

Last Thanksgiving, when Faron was en route to a family dinner, he received a call from a sales engineer. A customer's equipment was down, and Faron did not hesitate to turn his truck around, change into work clothes, and spend 17 hours in the field to ensure that the customer's needs were met.

In another instance, Faron was tasked with a significant project at TVA in Tennessee, initially scheduled for four days. However, the project complexities extended his stay to nearly two weeks. He accommodated this change, even washing his clothes at the hotel, letting his family know he would be back as soon as possible. When the customer encountered additional issues, Faron promptly returned to address them. His unyielding commitment to the customer's success is emblematic of the Tencarva spirit.

Todd Corum also highlighted the unique bond that Faron has developed with Tencarva's customers. He described Faron as a field service professional who regularly reaches out to customers, not just when there is a problem but simply to inquire about their well-being. It is this lifelong relationship that Faron has cultivated with customers that has played a pivotal role in his success and contributed to Tencarva's own prosperity. His positive attitude and willingness to get the job done have set him apart as a remarkable asset.

Congratulations to Faron on winning the 2023 Wannamaker Award. Faron's efforts and attitude have been exemplary during his long career with Tencarva.

"In my humble opinion I can't think of a more deserving individual than Faron. Tencarva would be very blessed to have more service techs with his dedication to customer service."

#### Todd Corum, Regional Repair Manager



L to R: John Houston, Ben Toline, Faron Lewis, Bryan Killian, Nancy Wilson, Justin Ellis.



L to R: Brian Delaney, Faron Lewis, Steve Newsome.



L to R: Dwayne Hughes, Faron Lewis, Justin Ellis, Todd Corum.



This year, Tencarva leadership was proud to announce the return of in-person sales meetings, marking a significant milestone since the disruptive global pandemic of 2020. Each Area Sales Vice President organized a meeting for the outside sales engineers and selected manufacturers for training and fellowship.

The Municipal Sales Team kicked off the first sales meeting August 22-23 in Nashville. All municipal sales engineers from multiple locations convened and arrived the previous day for a welcome dinner at the Bode Hotel in Nashville. The Municipal Team met at the Nashville Training Center for a day of presentations on various topics followed by a group dinner at Stoney River Grill. On the final day, the meeting concluded following presentations by representatives from Gorman-Rupp and Xylem.

Recently acquired Fischer Process Industries group met in person with the Saladin Pump & Equipment and Western Tencarva Industrial sales teams. Representing states including AR, MS, TN, TX, KY, IN, OH, KY, and PA, met at the Bode Hotel in Nashville.

Two weeks later, the Eastern Tencarva Industrial sales team convened in Greensboro, North Carolina, on September 26th and 27th. This gathering brought together representatives from NC, SC, VA, and Eastern TN, at the Hilton Garden Inn in Greensboro for collaboration and learning.

The final 2023 Industrial sales meeting was held in Lakeland, Florida, from October 10th to 12th. There, the Hudson Pump & Equipment group, along with the Tencarva Georgia team and the recently integrated Fischer South group, joined forces. They shared insights, innovation, and inspiration, bringing a close to this year's series of meetings.

Throughout these meetings, vendors presented on their respective product lines. The presentations from each group—whether it was Western Tencarva, Eastern Tencarva,

Southern Tencarva, or the Tencarva Municipal team and Hudson Pump & Equipment group—were informative for the attending sales engineers.

The meetings featured deep dives into product knowledge, as **Brant Williams of Cascade Pumps** explained the intricacies of mixed-flow and axial-flow products used in large flow applications. His insights equipped our sales team with knowledge that will empower them to better serve our clients.

Jon Murphy and Scott Best of Sumitomo presented on the legacy and capabilities of Sumitomo, a 400-year-old company originally rooted in copper mining in Japan. Their presentation offered an understanding of gearbox styles and retrofit applications, emphasizing their commitment to custom solutions.

The gatherings extended beyond presentations with receptions and dinners allowing team members and vendors to further network and collaborate.

The meetings culminated with **Ed Pearce** delivering a financial review that painted a bright future for Tencarva. He reminded us that the heart of these gatherings is camaraderie, reminding all that we have the most talented team in industrial and municipal distribution, which will allow us to continue to provide superior service to our customers.

## Municipal Sales Meeting (TN)



**Municipal West** was recognized by Gorman Rupp for Largest Growth through the Outstanding Achievement Award. Pictured Left to Right: Mike Jones, Brian Williams, Jake Houston, Gorman Rupp Rep: Vince Baldasare



Attendees taking note of Xylem's presentation and the new key contacts for Lubbock.

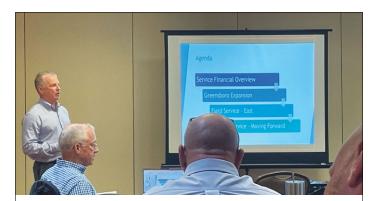
## Eastern Industrial Sales Meeting (NC, SC, VA, East TN)



**Dom Czepiga, Market Development Manager -** Xylem Applied Water Systems -Standard Xchange reviews the 100+ years of heat exchanger innovation that have led to Xylem's Standard Xchange.



**Brant Williams, Sales Manager,** reviews hydraulic characteristics of Cascade Pumps at the Greensboro, NC-based Fall Sales Meeting.



**Henry Ritchie, Executive VP** sets the tone for a successful and informative Fall Meeting, presenting the agenda and introducing speakers.



**Tencarva Sales Engineers David Lee and JD Jones** participate in a discussion on Standard Xchange during Dom Czepiga's presentation.

## **ANNOUNCEMENTS**



### Western / Northern Sales Meeting (AR-MS-TN + OH, IN, KY, PA, WV)



**Dwayne Hughes - Director of Service,** explains the upcoming changes to Tencarva's Field service offering.



Camaraderie and breaking bread are keys to great team building. The mixing of the sales teams helps build friendships that span the entire company.

## Lakeland, FL Sales Meeting



**Ed Pearce** delivers a captivating explanation of the direction of the company and explains how the financials show encouraging trends.



The FL/GA Sales Group poses for a group photo at the end of the Axe throwing social hour at Ax-Caliber Axe Venue and Restaurant.



Marty Gass explains the root cause of many seal failures and then how using the SealRyt bearing systems, DuraPak, and the newly developed structural lantern ring can be used to correct these common problems.



**Karen Alexander** leading a group tour of the Lakeland facility. Many of the participants were first-time visitors to the Hudson Pump branch.



**Brent Knowlton,** Sales Manager at Inpro/Seal shows the engineering behind the Inpro VB Mag seal and how it is used in gear boxes and pumps.



Jeremy Reese introduces the John Crane team which showed up in full force to give the team a complete overview on the diamond face seal technology.



# **RECOGNIZING OUR VETERANS**

# **★★★** Our Veteran Employees ★★★

## Recognizing those among us who have served our country





Dave Herrick



Jeremy Midkiff



Ron Jones



Joanna Ngomirakiza



Terry Davis



Michael Underwood



Ryan Cronin



Shane Quinn



John Santos



Brenda Haynes



Devin Harshman



Casey Bowman



Dawn Swinson



Carl Marshall



Collin Schmidt



Travis Poling



Steve Puskaric



Faron Lewis



Dwayne Hughes



Scott Moore



David Alexander



Derrick Edwards



Tom Thomas



John Hogan



Jillian Silvernail

## **RECOGNIZING OUR VETERANS**



#### **CHARLESTON**

**Lynn Shelton** US Air Force Mechanic I

Shane Quinn US Army Field Service Supervisor

Michael Sparkman US Army / Navy Mechanic II

#### **CHESAPEAKE**

Faron Lewis US Navy Mechanic II

John Houston US Navy Repair Coordinator

#### **ESSCO**

Donnie Tucker US Air Force ESSCO Service Technician

Jason Hanley US Marine ESSCO Controls Service Technician

#### **GREENSBORO**

Derrick Edwards US Army Human Resources Generalist

Brenda Haynes US Army Sr. Operations Support Specialist

**Dwayne Hughes** *US Army Director of Service* 

**Devin Harshman** US Navy Repair Engineer

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

#### **GREENVILLE**

Ron Jones US Marines Mechanic I

**Travis Coker** US Air Force Mechanic

#### **JACKSONVILLE**

Collin Schmidt US Army Sales Engineer

Chris Van Dyke US Marine Regional Manager

#### **LAKELAND**

**David Alexander** US Air Force Delivery Driver

**Travis Poling**US Air Force
Sales Engineer

Jillian Silvernail US Air Force Service & Repair Supervisor

John Santos US Army Mechanic II

Carter Wagner US Army Repair Coordinator

**Terry Davis**US Marine
Repair Engineer

#### **LOVELAND**

**Tom Peddicord**US Army
Shipping Receiving
Clerk

Carl Marshall US Marine Corps Inside Sales

John Hogan US Navy National Sales Manager

#### **MACON**

Joanna Ngomirakiza Navy Repair Coordinator

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

**Ryan Cronin** US Navy Repair Coordinator

#### **MARIETTA**

**Scott Moore** US Navy Service Technician

#### **MARIETTA**

Michael Underwood US Army Sales Engineer Trainee

**Windell McLain** US Navy Repair Coordinator

John Sansom US Navy Sales Support Specialist

#### **MUNICIPAL EAST**

Tom Thomas US Navy Sales Engineer

#### **OWENSBORO**

Jeremy Midkiff US Navy Repair Coordinator

#### **SOUTHERN SALES**

Casey Bowman US Army Aftermarket Sales

**Steve Puskaric** US Army Project Manager

**Mike Malone** US Navy Service Technician



Jason Hanley



Tom Peddicord



Michael Sparkman



Donnie Tucker



Chris Van Dyke



Carter Wagner



#### **NOT PICTURED:**

Travis Coker, John Houston, Mike Malone, Windell McLain, John Sansom, and Lynn Shelton.



\*If we missed anybody, please contact HR Department.





# **Jeremy Reese**

## 25 years and thousands of miles later, he still calls Tencarva home

Jeremy Reese, VP of Sales for Tencarva Southern Region, celebrated his 25th year at Tencarva on June 7 this year. What started as his first job right out of college turned into a career that would carry Jeremy across state lines to new challenges and new adventures.

Jeremy graduated from NC State with a degree in Mechanical Engineering in 1997. Raleigh seemed enormous in comparison to his tiny town of Rosman, NC, population currently 700. Jeremy remembers, "there were more people in the engineering school than in my entire county".

He began with Tencarva in 1998 as a sales engineer trainee, working under the late **Clay Thomas** in the Columbia, SC branch. In fall 1998, he moved to the Wilmington branch and became a full-fledged sales engineer in 1999. Jeremy shared, "when I moved to Wilmington, at that time we had an office near Asheville, near my hometown, but it closed due to economic reasons. When that happened, I considered myself stuck in Wilmington, but I learned to love it. It's a great office." It was actually in Wilmington where Jeremy would marry his wife, Vanessa.

Jeremy did indeed grow to love Wilmington and the mentors he found there: "Tom Goode was amazing. He had come from outside Tencarva and he really understood its value



Jeremy and family

and what a great company it was. It was great to learn that from him." Jeremy, a fish out of his small-town waters, found Tom to be the supportive father figure he needed to forge ahead.

Jeremy continued to grow in his career. In 2010, he became manager of the Wilmington branch. In 2017, he stepped up as Regional Manager for Eastern Carolinas. In 2019, when **Robert Hudson** was planning to retire from Hudson Pump, Jeremy and Vanessa were faced with a complicated decision: Continue growing Jeremy's career and move to Florida, or stay in the only state they'd ever called home?

"Harold Muse was key. He and George Hudson-the founder of Hudson Pump-they were great. They gave me enough confidence to make a big move," Jeremy said. Above all, it was Vanessa's faith that made him certain of the move. Twenty years after their wedding, she and Jeremy packed up the now family of five to move to Lakeland, FL.

The Reese family boasts four beautiful children. In 2005, Vanessa and Jeremy welcomed their first daughter, Andrea, who they lovingly adopted at age 15. That was the same year their second daughter, Avery was born. Youngest daughter Quinn was born in 2007, and son Sawyer was born in 2009, one year before Jeremy became branch manager. Today, Andrea is 33 years old and married to husband Nick with two children, Nash, 4, and Leighton, 2. Avery is 18, a freshman at Florida State University. Quinn and Sawyer attend Lakeland Christian High School.

Just like the Reese family, Tencarva has come a long way during Jeremy's tenure. "I think when I came to Tencarva we had 45 employees," Jeremy reminisces. "The growth of the company has been amazing. We've acquired companies but we've also had a ton of organic expansion and growth." Even with all that growth, Jeremy is proud to say Tencarva hasn't lost sight of their roots: "That's what I'm most proud of. A lot of companies lost their identity through COVID. It was a challenge for us, but our strong cultural backbone is bringing us back."

In their new hometown, Jeremy and Vanessa remain focused on family. The three kids still at home keep them busy with sports and activities. "I've been fortunate enough to take them to all these activities. It's been a big part of our lives," said Jeremy. When not focused on the kids, he and Vanessa love to travel and are serious foodies. Jeremy's favorite hobby is running. He joked, "If I could stop breaking things, I'd be okay. Not sure how many more years running will be

### **ANNIVERSARY**



my thing." He's already done more than his fair share with 15-20 half marathons and a few full marathons under his belt. Recently Jeremy had the privilege of being a guide for a visually-impaired runner for a half-marathon. "That was without a doubt my best race...Instead of trying to run fast and win, beat my old time, set a personal record, I learned to enjoy running."

Jeremy himself has been inspiring the team at Tencarva for decades. He was recently asked to speak at a company event on his personal drive to succeed. When he was 15, his father had a traumatic accident which served as inspiration to Jeremy to keep striving. "He gave me such a great example. He's been an amazing trooper," Jeremy shared.

Above all, Jeremy credits his wife, Vanessa, with his success: "All the nights away from home, all the days-I've left countless vacations to go take care of a customer. She's always been supportive and positive, understanding of the customer





Jeremy celebrates special moments with his wife and children.

service. She helped me do what I needed to do." At the end of the day, that's what's driving Tencarva: Good people who understand customer service, ready to do what they need to do. Congratulations to Jeremy on celebrating 25 years of excellence here at Tencarva.



# **TEAM NEWS**

# **Celebrating Sweet Success:**

# Greensboro recognizes hard working employees

Greensboro Tencarva employees were recently treated to a cup of good cheer. On Wednesday, November 8, Wired Cafe Coffee Bus set up shop in the branch parking lot. Jennifer Nordbladh, Human Resources Manager, explained that the truck was hired as "an appreciation for our employees, for all the hard work for the last year". Employees enjoyed various fancy coffees, smoothies, and pastries from the local vendor. While management had hoped the weather would be perfect for a fire pit, the warm morning still offered ample opportunity for camaraderie. This is not the first time Wired has been booked as a treat for employees, and hopefully won't be the last.



#### **BIRTH**



Todd Corum, Regional Equipment Repair Manager, Greensboro, and his wife Michelle welcomed a new grandson this spring. Todd proudly shares, "a brand new baby boy to fill our lives with joy." Baby Lane Edward Corum was born on April 9, 2023 weighing 8 lb., 11 oz. and measuring 21 inches long. He is the son of Blake and Taylor Corum and brother to proud older sister Everly Blake Corum.

### **SUBMIT YOUR TEAM NEWS**

**Share your good news with Tencarva.** Submit your family celebration, birth, engagement, marriage, or graduation to be included in a future edition of Tencarva Pipeline.

**SUBMIT STORIES VIA** 





#### **EMPLOYEE ANNIVERSARIES**

#### **45 YEARS**

Terry Cashwell, Accounts Receivable Clerk, Greensboro

#### **35 YEARS**

Dan Watt, Mechanic II, BMW

#### **30 YEARS**

Brandon Mitchell, Repair Coordinator Supervisor,

Chris Van Dyke, Regional Manager, Jacksonville Mark Thornton, GSO Assembly Manager, Greensboro

#### **20 YEARS**

**Chris Schuler,** Application Engineer, Lakeland John Sansom, Sales Support Specialist, Memphis

#### **15 YEARS**

Greg Whitehurst, Mechanic II, Lakeland **Guy Chapman,** Branch Manager, Municipal East Jennifer Nordbladh, Human Resources Manager, Greensboro

#### **10 YEARS**

Adam Shipanock, Sales Engineer, Lakeland Cary Fulp, Application Engineer, Municipal East **Chris Matheson,** Sales Engineer, Alpharetta Crystal Freeman, Warehouse Team Lead, Greensboro **Rob Liszkiewicz,** Sales Engineer, Richmond Varun Ganesh, Sales Engineer, Greensboro

#### **5 YEARS**

Casey White, Service & Repair Supervisor, Columbus David Daniel, Sales Engineer Wilmington Glenn Thuney, Assembly / Fabricator, Loveland **Justin Nicholl,** Applications Engineer, Loveland Mike Bullock, Welder/Pipefitter, Greensboro Steve Puskaric, Project Manager, Nashville

#### 1 YEAR

**Amy Martin,** Mechanic I, Beaumont Bill Mehaffey, Sales Engineer, Johnson City Carter Wagner, Repair Coordinator, Lakeland Chase Finney, Welder/Pipefitter, Greensboro Courttany Willet, Accounts Receivable Clerk, Greensboro

Crystal Mazyck, Repair Coordinator, Charleston Darin Flannery, Design Engineer, Greensboro David Prach, Repair Coordinator, Knoxville Derrick Edwards, Human Resources Generalist, Greensboro

Donna Haire, Sales Support Specialist, Municipal East Eric Lockhart, Sales Support Specialist, Lakeland Gina Hollis, Sales Support Specialist Columbus **Gus Purcell,** Sales Engineer, Wilmington Julie Powers, Accounts Payable Clerk, Greensboro Justin Laster, Mechanic I, Owensboro Kelsey Honeycutt, Sales Support Specialist, Greensboro

Kelsey Iker, Inventory Buyer, Loveland **Kyle Carson,** Sales Engineer, Indianapolis Meg Cox, Repair Coordinator, Lakeland Miguel Torres, Shipping/Receiving Clerk, Lakeland Rachel Souders, Application Engineer, Loveland Reid Boyd, Mechanic I, Greensboro Ryan Roberts, Application Engineer, Beaumont Sam Edwards, Sales Engineer, Municipal East **Shane Quinn,** Field Service Supervisor, Greensboro Tom Thelen, Mechanic I Trainee, Richmond

#### **NEW HIRES**

Nick Sorrells, Sales Support Specialist, El Dorado Brandon Smith, Service Repair Supervisor, Knoxville Eric Carter, Machinist, Memphis Carmen Reed, Sales Support Specialist, Memphis Kenny Carpenter, Mechanic II, Charleston Victoria O'Byrne, Sales Support Specialist, Charleston Eric Lett, Shipping Receiving Clerk, Greensboro Marlie Riddell, Sales Engineer Trainee, Lakeland Mike Alvarez, Shipping Receiving Clerk, Lakeland Burt Maynard, Shipping Receiving Clerk, Lakeland Joel Fraticelli, Sales Support Specialist, Cumming Joanna Ngomirakiza, Repair Coordinator, Macon James Ambrose, Service Technician, Nashville Dalton Henson, Service Technician, Nashville Jon Beebe, ESSCO Inside Electrical Technician Scott Matthews, ESSCO Outside Sales Aondrea Wilburn, Sales Support Specialist, Beaumont Jeremy Coyne, Sales Engineer, Loveland Melissa Pinney, Application Engineer, Loveland Doug Lambert, Repair Coordinator, Indianapolis Barbara Black, Accounts Payable Clerk, Greensboro Chris Butcher, Manager Financial Systems, Greensboro

Frances Dallas, Accounts Receivable Analyst, Greensboro

Susan Fischer, Senior Staff Accountant, Greensboro

Colton McCallister, IT Desktop Support Analyst, Greensboro

Julio Rodriguez-Ramirez, IT Desktop Support Analyst, Greensboro

#### RETIREMENTS

**Curt Edwards,** Vice President of Sales and General Manager, Fischer Process

#### **PROMOTIONS**

Paul Angelo, Service & Repair Supervisor, Indianapolis

Guy Chapman, Branch Manager, Municipal East

Ryan Cockerham, Assistant Controller, Greensboro

Kristin Johnson, Credit Analyst, Greensboro

Shane Quinn, Field Service Supervisor, Greensboro

Tricia Rankins, Accounts Payable Supervisor, Greensboro

LaTisha Sellars, Accounts Receivable Supervisor, Greensboro

**Geoff Souder,** Service & Repair Supervisor, Loveland



#### MAY THE FORCE BE WITH YOU

We brought the galaxy to the Tencarva Headquarters in Greensboro! Our incredible team of employees transformed into a spectacular cast of characters and were ready to celebrate Halloween off in style.



Back Row - Left to Right: Jeremy Swaney, David Kirkman, Susan Fischer, Tricia Rankin, Lori Corbett, Derrick Edwards, Phil Jones, Hudson Roseberry, Christina Stanley, Anne Marie Falls, Kelsey Honeycutt. Front Row - Left to Right: Walter Hieber, Jennifer Nordbladh, Colton McCallister, Jennifer Pacini, Phil Davis, Tony Burchette, Noah Gunter.



1115 Pleasant Ridge Rd, Greensboro, NC 27409

#### **CRANE SAFETY TRAINING**

In late September & October we completed our periodic Crane & Rigger Safety training with Scott Weldon of American Crane & Safety.

We grouped up our teams due for training at 4 sites (Nashville, Loveland, Macon, and Greensboro) with a total of 62 attendees.

The training provides us with the fundamentals for safe rigging and crane use, including lifting reduction factors due to sling angles and tension.



Pictured: Bryant Bailey, Michael Wyrick, Chase Finney, Michael Bullock, Robbie Smith, Scott Weldon(Speaker)



Left to Right: Tom Thelen, Justin Ellis, Faron Lewis, Ron Bowen, Shawn Roberts, Richard West