

## MESSAGE FROM RANDY



2017 is here and we have just surpassed our 27th anniversary as a company.

As we enter this new year, we continue to witness change in both our firm and the market we work in. As a firm, we continue to work hard in developing our talent, challenging people with new roles and assignments, and adapt to external changes in the flooring industry.

This year, we have moved two key sales professionals into targeted selling roles, Rob Shannon as VP Floor Care, and Mark Arbogast as VP SOLID/Hard Surface. Both of these men will fully focus their efforts in these two arenas and get us closer to some of the large national accounts and third party management firms that require a different sales approach.

We have new retail clients with our CTS division, and see continued growth there in spite of headwinds for many of the large, big box retailers.

Internally, we are grappling with a new business system to better manage data and to give us capabilities that translate to more efficient systems with better delivery of real time data to all of us, including our clients. Making a transition like this is never easy, but to continue to grow, and be competitive, we see this as an important step.

Lastly, we continue to be thankful for our dedicated team across all offices and departments ... it is they who really make the difference.

*Randy*

## NEW PROJECT Blue Cross Blue Shield



Blue Cross Blue Shield of Middletown, NY received a new custom blended epoxy floor for the entry lobby. What was once an old drab carpeted entrance is now an exciting, bright

floor with character that will last for years to come. Hats off to our very own James McVoy, who landed this national account, Bernard Vargas and his project management team, the wonderful people at EliteCrete products, and our Hard Surfaces team. Great job ... beautiful floor! Phase 2 happens at the close of the year as does another Blue Cross site in St. Louis.



**NEW PROJECT**  
**Microsoft Buffalo, NY**

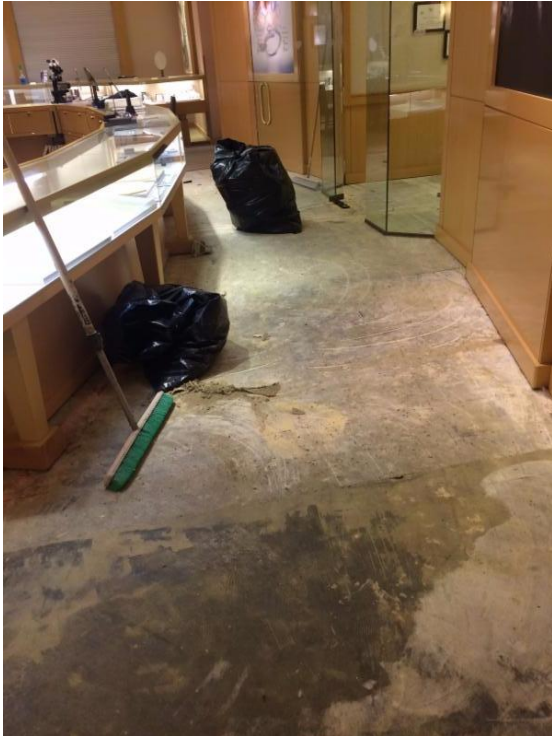
Here's the first coat of Bona Traffic HD down at Microsoft Buffalo. The RD Weis SOLID continues to put in some long hours to make Microsoft's floors the best looking floors in the Walden Galleria Mall.



## **NEW MULTI LOCATION PROJECT**

### **Jared the Galleria of Jewelry**

Here's just one of hundreds of carpet installations we've completed across the country for this multi-location specialty jewelry retailer. We're extremely happy with the work of our team.



## **NEW MULTI LOCATION PROJECT**

### **GE Employee Lunchroom**

These photos represent an installation in progress. GE wanted to create an area for the sole purpose of allowing their employees to plug in and access their online accounts. The problem was adding an area on top of the existing tile, which they didn't want to remove. The edges were beveled and adhesive was applied to the back of the carpet so that it didn't move. Problem solved!





## **NEW PRODUCT**

### **Fletco Carpets**

Fletco Carpets, one of Denmark's leading carpet manufacturers, has launched in North America under the leadership of industry veteran, Anthony Minite. Fletco's beautiful, designer-driven products offer a minimalist look that is ideal for corporate, retail, boutique hospitality, and higher education market segments. All Fletco products are laser-cut, ensuring no trailing edges, and their award-winning ZigZag-Tiles® look like broadloom when installed, offering a welcome alternative to quarter turn installations. Fletco's manufacturing facility is run on 100% renewable energy and all products are PVC-free.



## PEOPLE MOVING UP AT RD WEIS COMPANIES

Congratulations to the following and their moves within the company.



**Mark Arbogast**  
Vice President, Solid Division



**Peter Criscione**  
Manager of Hard Surfaces



**Rob Shannon**  
Vice President, Floor Care Sales



**Kim Francis**  
National Accounts



**Bernard Vargas**  
Project Manager/Estimator Metro NY

**KEY ANNIVERSARIES**



**Sheri Gorman**  
celebrates 10 years in January



**Kevin Kingsland**  
celebrates 25 years in May



**Bernard Vargas**  
celebrates 15 years in February



**Angela Zeolla**  
celebrates 20 years in July

**GERFLOR "FRENCH" PARTY**  
**Save the date!**

Save the date for March 22, 2017 for the Gerflor "French" Party. Just imagine what the food will be - not to mention the entertainment. **SAVE THE DATE - MARCH 22!**

**CHECK OUT OUR ARCHIVED NEWSLETTERS**

[CLICK HERE](#) to access our newsletter archive.



**RD Weis Companies**

New York, NY 212-376-5355  
Westchester, NY 914-937-9337  
Rochester, NY 585-334-8570  
Albany, NY 914- 426-2030

Hartford, CT 860-528-9637  
Boston, MA 781-933-1085  
Philadelphia, PA 800-444-6281

email: [info@rdweis.com](mailto:info@rdweis.com)

web: [www.rdweis.com](http://www.rdweis.com)



RD Weis Companies, New York Metro Area, 200 Clearbrook Road, Elmsford, NY 10523

[SafeUnsubscribe™ {recipient's email}](#)

[Forward this email](#) | [Update Profile](#) | [About our service provider](#)

Sent by [contact@rdweis.com](mailto:contact@rdweis.com) in collaboration with



Try it free today