

# Wilbert's

QUARTER 2 NEWSLETTER



# WELCOME TO THE FAMILY!

Damian Keefe: PAP Webster  
Anthony Puricelli: UPI Buffalo  
Justin Harding: UPI Rochester  
Thomas Skinkle: UPI Bath  
Tristan DeRycke: PAP Ontario  
Clayton Gerberich: PAP Ohio  
Thomas Harris: PAP Ohio  
Bradley McNamara: PAP Ohio  
Brian Miller: PAP Ohio  
Hector Maldonado: PAP Webster  
Logan Gnap: PAP Ontario



## BIRTHDAYS

### PAP Ontario

Jesse Lennox 5/11  
Aaron Wilbert 5/18  
James Brewer 6/14  
Christopher Perry 6/14  
Norman Graves 6/21  
Jeffrey Miller 6/25  
Lindsay Conger 6/25  
Sandra Kopicki 6/27  
Timothy White 7/21

### PAP Webster

Alex Herschell 5/4  
Tiffany Herschell 5/9  
Benjamin Miller 5/15  
Thomas Witt 5/17  
Danielle Hoffman 5/17  
Robert Fernald 5/21  
Mitchell Cartner 5/28  
Paul Siragusa 6/1  
Devin LaDue 6/1  
Richard Wilbert 6/4  
Benjamin Slapelis 6/8  
Zachary Martin 6/11  
Elias Schabel 6/12  
Bruce Pickering 6/13  
Dave Reiber 6/16  
Timothy Wilbert 6/19  
Xaviar Vargas 6/25  
Richard Cowley 7/4  
Nikolas Davila 7/11  
Lex Seymour 7/12  
Mellisa Dachille 7/16

Gavin King 7/18  
Mark Maring 7/25  
Nicholas Paige 7/27  
Timothy Doell 7/31

### UPI Bath

Lexi Jones 6/10  
Bradley Meade 6/15  
Greg Seager 6/19

### UPI Buffalo

Steven Spornyak 5/24  
Patrick Murby 6/10  
Matthew Lancaster 6/24  
Kyle Casper 7/26

### UPI Rochester

Leo Schledorn 5/14  
Alucard Marone 5/16  
Michael Jennings 6/3  
Bridget Ziskind 6/6  
Devin Alberto 6/25  
Cassie Tomas-Ramirez 6/28  
Justin Harding 6/29  
Johnevan Torres 7/4  
Corey Baker 7/7  
Victoria Tomlinson 7/9  
Sherri Heers 7/21  
Jessi Fava 7/21

### Tree Farm

Brian LaRue 5/15  
Jonathan Garritano 6/2  
Charles Bonin 6/7

Janet Parker: PAP Ohio  
Ian Goodlander: UPI Buffalo  
Timothy White: PAP Ontario  
Christine Heitsman: UPI Rochester  
Brandon Maggard: PAP Webster  
Katelyn Bishop: UPI Rochester  
Kerri Hicks: Tires & Wheels  
Kenneth Johnson: PAP Ohio  
Raven Marrese: PAP Webster  
Josh Stauffer: PAP Webster  
Joe Everett: PAP Ohio

Jessica Kester: UPI Buffalo  
Joey Mosqueda: UPI Buffalo  
Eloy Sanchez-Tellez: UPI Rochester  
Ronald Solsky: UPI Bath  
Elijah Lambert: PAP Ontario  
Lexi Jones: UPI Bath  
Bradley Meade: UPI Bath  
Alison Olson: PAP Ohio  
Jason Bell: PAP Ohio  
Ken Phillips: PAP Ontario



## ANNIVERSARIES

### PAP Ontario

Norman Graves 5/15/04  
Daniel Clark 7/17/17  
Christopher Perry 7/1/19  
Jason Stillman 6/28/21  
Pamela Doran 5/9/22  
Brian Wilbert 7/25/22  
Corey Copeland 6/12/23  
Alexander Kozak 6/14/23

### PAP Webster

Paul Thebert 7/14/88  
Kevin Wilbert 7/28/05  
Daniel Lewis 6/26/13  
Jesus Beltran 6/1/15  
Lauren Ortiz 5/3/16  
Alex Herschell 5/22/17  
Nicholas Paige 7/15/19  
Joshua Ratt 7/23/19  
Zachary Salmon 7/26/19  
Eric Graham 6/8/20  
Phillip King 7/27/20  
Devin LaDue 6/2/21  
Elias Schabel 6/2/21  
Mason Zukoski 6/22/21  
Ian Rongo 7/19/21  
Tiffany Herschell 5/2/22  
Andrew LaBell 5/4/22  
Gavin King 6/24/22  
Phillip Jones 6/27/22  
Clay Martin 7/18/22  
Taylor Lockwood 7/28/22  
Alex Miller 5/15/23

James Cain 6/12/23

### UPI Bath

Joseph Shaut 7/9/18  
Barry Wainwright 7/9/18  
Shawn Northrup 7/15/19  
Tyson Jones 7/20/22

### UPI Buffalo

Daniel Pawlowski 6/1/22  
Patrick Murby 6/7/22  
Kyle Casper 6/13/22  
Michael Place 7/5/22

### UPI Rochester

Bridget Ziskind 5/7/18  
Devin Alberto 7/8/20  
Jason Hughson 7/12/21  
Alucard Marone 5/10/22  
Emily Sapp 5/1/23  
Shiann Tyler 7/26/23

### Tires & Wheels

Daniel Wilbert 7/5/10  
Jacob Berglund 7/12/22  
Nicholas Crane 6/26/23  
Michelle Lewis 7/10/23

### Tree Farm

Timothy Becker 5/3/19  
Brian LaRue 6/22/22  
Wylie Vuillequez 6/22/22  
Makenzie Hanbury 6/25/23

# EMPLOYEE SHOUT OUTS



HR would like to shout out Ben Miller, Alex Herschell, and Ed Newman for assisting with pre-screening candidates for our new Ohio location! Thank you for all of your efforts and assistance with recruiting!

## PAP Ontario

Thank you Lindsay for keeping up with the warehouse making sure parts get pulled and ready for delivery even though we are short staffed.

Congratulations to Zach for reaching a personal parts pulling goal!

## PAP Webster

Thank you Greg Garritano for continuously working to recruit, communicate, and train our growing sales team in best practices! Thank you for your constant efforts on this, Greg!

Our dismantling team made up of Tim Rowe, Jesus Beltran, Jeff Lewis, and Damian Keefe has shown great teamwork and motivation in transitioning into our new dismantling department and adopting new policies and procedures. Great job team!

## UPI Bath

We would like to recognize John Conrad. He is here early each day and eager to complete the tasks given. John has also started to learn to buy cars to assist in covering lunch breaks or if we are short-handed. Thank you for your dedication, John!

## UPI Buffalo

Tony has been a great addition to the team and has stepped up as a CSR and is always willing to help out back on the operations side. We appreciate the preparation every day and the positive attitude!

## UPI Rochester

Bridget truly champions teamwork and cooperation. Over the past few weeks, along with the accounting team, Bridget has taken an active role in developing a new procedure for cash counting in our retail area. She has done a great job of explaining each step while taking in consideration the opinions of everyone affected. In addition to her accounting duties, Bridget takes part in organizing every luncheon as well as many other events, always remembering details about everyone on our team.

Thank you for always letting us know you care. We appreciate you!

Emily Stroble has demonstrated a great ability and the desire to take on new tasks to help meet our goals and provide excellent customer service. Emily often volunteers to cover during staff shortages even if it is to help cover during lunch breaks. She has shown exceptional training abilities. Thank you for your commitment to the team, we appreciate it!

During this last month, Vlad completed his training and was moved up to a Processor. Since his first day, Vlad has proven to be a team player. He always displays a helpful and humble personality that we all appreciate. Vlad has proven to be a hard worker, always willing to take on new tasks. Thank you for what you do!

## T&W Ontario

Thank you to the entire team at Tires and Wheels! Your hard work and dedication have created a thriving business and, as a team, we are always pushing to meet our monthly goals!

# EMPLOYEE NEWS



Congratulations to Ally Brown on the birth of her daughter, Catalina, on May 31<sup>st</sup>!

Congratulations to Emily Sapp on the arrival of baby boy, Waylon Christian!

Congratulations to Matilda Hance on baby girl Amethyst, born on July 3<sup>rd</sup>!

Congratulations to Dan Pawlowski and Chelsea Place who have been promoted to Team Leads in Buffalo! We are excited for you to grow with Wilbert's U-Pull It.

Congratulations to Nick Crane who has been promoted to Team Lead at Tires & Wheels. We are thrilled to have you at Wilbert's!

Congratulations to Vladimir who was promoted to a Processor at Wilbert's U-Pull It of Rochester!

Congrats Sam Rogers on her promotion to QC Team Lead!



# COMPANY NEWS

## PAP Ontario

We are expanding the concrete area in front of dismantling. With that, we are also taking this time to make improvements to the yard by grading areas and fixing drainage issues.

The Production team broke a record by beating their previous monthly goal of 175 vehicles--they processed 178 in the month of May!

Our Quality Control team is now 100% PRP-NE Quality Assurance Certified! Wilbert's is the first yard in our network to have every member of their team certified via training and testing on proper QC processes. The following team members are now certified:

Heidi Bowman

Samantha Rogers

Jason Stillman

Melanie Wilbert

Sandra Kopicki

Pam Doran

Cassandra Slocum

## PAP Webster

Distribution and Early Morning QC have put their heads together to come up with a more accurate and efficient method of loading the delivery drivers in the morning. This is an ongoing team effort, therefore everybody's ideas are heard and implemented until the system is streamlined to perfection! We are excited to say the positive effects have been immediate! Thank you to everyone for your effort!

The current location of the Salt Rd returns is being moved to a larger space! This will allow the returns department to operate more efficiently. Where returns used to be will be used as a drop location for Ohio transfer parts as well as locally brokered parts.

We have moved into our new shop! We have built out our new dismantling building with a huge contribution of a new fluid separation system from Tim Rowe. Built all in-house and taking about 30 hours to construct, the system separates liquids (like oil and coolant) removed from vehicles by density. Everything dumps into a pre-holding tank and is then filtered through mesh and sent to the separator. A gear pump maintains consistent flow rate regardless of the viscosity of the liquid. This has been a hugely successful project and Tim is even still working to improve his design. His knowledge comes from his dad. Thank you, Tim, we appreciate you and all this new system will do for Wilbert's!





### Full-Service

PRPNE audits. All yards involved were very impressed with our facilities and caliber of our team. Our emphasis on a team environment and culture was an area which they relayed they all saw and felt in their time at our facilities and interviewing team members. We are very proud of this!

### T&W Ontario

Lifts and an alignment rack were installed in the new addition. We are getting ready to start pushing alignments and brake work.

### UPI Bath

We have our tow truck in service allowing us to pick up vehicles quickly and conveniently for our customers. We are currently cleaning up the yard and spraying weeds to prepare for the increase in summer foot traffic.

### UPI Buffalo

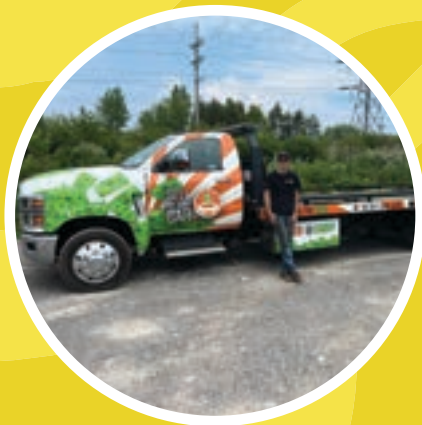
We just finished a project in Buffalo that gained us more room to store incoming inventory and crushed vehicles. Dave Reiber was onsite for about three weeks and removed a topsoil berm that was over 700 ft in length. We gained anywhere from 30 to 70 feet of usable space along that area. Thank you to Dave and the team for getting that done so quickly!



Our Buffalo location continues to grow at a record setting pace. Purchasing is up 43% on average since the beginning of 2024. We are processing almost 50% more vehicles as compared to last year as well. To top it off, the biggest and most exciting increases have come from our retail operation. The foot traffic through our store has increased 52% through the beginning of 2024 leading to an almost 70% increase in retail sales for that same period. Absolutely amazing! Hats off to the whole Buffalo team (old and new) that have been a crucial part of our growth!

### UPI Rochester

The team was able to quote 1346 vehicles, buy 784 (best buying month since June 2019) vehicles, Process 740 at 32 cars a day, and retail was up 10% over last year. Great job to all involved! We are so proud of the staff and grateful for all they do!



# WHAT'S HAPPENING AT Wilbert's

SAVE THE DATE!

SEABREEZE COMPANY PICNIC AUGUST 18<sup>TH</sup>



In an unexpected and heartwarming twist, Mike Holler, a processor in Buffalo, discovered an unlikely passenger while processing a Dodge Grand Caravan. Nestled in the hood was a kitten with soft fur and large grey eyes, who quickly showed a fierce spirit. Despite the feisty greeting, Mike was immediately smitten. Determined to give the newly named Sparkplug a loving home, he carefully extricated the kitten and decided to adopt him on the spot!





# IN THE COMMUNITY



WILBERT'S REPRESENTS AT JOB FAIRS



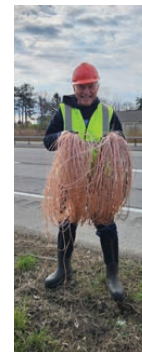
DWI DEMOS AT LOCAL HIGH SCHOOL USE OUR DONATED VEHICLES



TYLER & TODD TRAVEL TO VEGAS FOR A REMA CONGERENCE



WILBERT'S SPONSORS AN OUTLAW SPEEDWAY RACE



VOLUNTEERS CLEAN ROUTE 104



# EMPLOYEE EVENTS



MURANDA TRANSFERS FROM UPI TO PAP



MIKE & ALFONSO WIN THE EGG TOSS COMPETITION



WILBERT'S WITNESSES THE ECLIPSE (KINDA)



DAKOTA, CASSIE, AND MURANDA PLACE IN THE BAKE-OFF





# WILBERT'S WINS THE TOP WORKPLACE AWARD!

Remember that survey you took about your work life at Wilbert's? Well, the results are in, and Wilbert's has been nationally recognized as a 2024 Top Workplace—all because of you! Top Workplace recognition of employers is driven by employee feedback. Your responses to the questions you answered are what earned us this award. We at Wilbert's are humbled by your high opinions of the company and your leaders.



We will proudly show off the Top Workplace badge in our facilities and on our clothing going forward. Thank you to our wonderful family of employees that have made all of this possible!

Please join us to celebrate!

**EMPLOYEE CAR SHOW/  
TOP WORKPLACE PICNIC**

July 26<sup>th</sup> at 5:30pm  
(rain date August 9<sup>th</sup>)





# 2024 ANNUAL PETE SWEEP TAKES PLACE

In honor of Pete Wilbert, our Webster employees from various departments came together to clean the yard, demonstrating a remarkable sense of teamwork. Armed with gloves and garbage bins, they worked collaboratively, chatting and laughing as they cleared debris and cleaned pathways. Keeping the yard spotless was very important to Pete, but ensuring his staff were having fun while working together was what mattered most to him!



THANK YOU  
EVERYONE!



## WILBERT'S PAD OF EAST OHIO: AN UPDATE

We are excited to share an update on the development at Wilbert's Auto Parts NE Ohio in Barberton, OH. Since announcing the acquisition and opening, our team has been diligently working to integrate our operations and build upon the strong foundation established by the Camp family.

The transition process has been remarkably smooth, thanks to the similarities between Camp's and our Rochester locations. Both companies are committed to quality, family, and a strong sense of local pride, making this new venture a natural extension of our business. We are grateful for the warm welcome from current employees and local community leaders. We are eager to become an even more integral part of the Barberton and northeast Ohio community.

Our primary focus during this transition is to honor the legacy of the previous owners while introducing enhancements that reflect our company's vision. We are investing in advanced technologies, expanding our product range, and implementing new service protocols to continue and enhance an already exceptional customer experience. Training programs are underway to equip our team in Ohio and Rochester with the knowledge and skills needed to uphold our high standards and deliver the best possible service.

As we continue to grow Wilbert's, we are committed to maintaining the trust and loyalty of our customers. We are excited about the opportunities ahead and look forward to contributing positively and building a strong community with the employees. Thank you for your ongoing support and partnership as we embark on this new journey together!



# WILBERTS & BIG BROTHERS BIG SISTERS

We encourage you to volunteer for causes you're passionate about. As part of our partnership with Big Brothers Big Sisters to donate vehicle funds to their organization, they would love for employees to be "Bigs". See more info and other ways to participate below!



## 1 BE A BIG

Mentoring tells a young person that there is someone in their corner/ It lets them know they matter. We're always looking for people eager to positively impact a child and improve their community at the same time. We currently have 150 youth in waiting. Help make a difference today!



## 2 DONATE

When you donate online to Big Brothers Big Sisters, you join our cause and directly support children in your community.

### HOW CAN I HELP?

- *Donate online*
- *Donate by check*
- *Foundation & Corporate Giving*
- *Grants*
- *Sponsorships*
- *Gift In-Kinds*
- *Staff/Match discounts*
- *Donate clothing to Savers (Webster, NY)*



## 3 COMMUNITY EVENTS

We have three major events each year that you can help support:

- *"Big Night Out" Gala (March)*
- *Golf Fore Kids' Sake (August)*
- *Bowl fore Kids' Sake (Spring/Fall)*



PLATES FOR  
POTENTIAL



### Are you a café, bar, or restaurant?

If you are interested in supporting, please reach out and we will chat with you about how our "Plates For Potential" program can be beneficial for both of us!

## 4 BE A VOLUNTEER

Our volunteer groups play a huge role in supporting agency initiatives, connecting us to their network and helping meet fundraising goals. Here are a few ways that you can volunteer your time:

- *Be A Big*
- *Brand Ambassador*
- *Event Committee*
- *Event Staff Support*



## 5 BRAND AMBASSADOR

Being an ambassador consists of projects and fundraisers that need a BIG push on social media and beyond. We want you to help us promote our programs by spreading the word about the impact that mentoring has on our young people. Ambassadors will have great opportunities to network and can be eligible to receive fun perks and incentives.





# REVIEWS

## UPI Bath

Great service, great people, awesome experience for my 1st time.

## T&W Ontario

Clean fair pricing. Great employees... Easy appointments to get your truck or car in and out with a waiting room.

## PAP Ontario

Very helpful, great job!

## UPI Buffalo

Wilberts is the cleanest Junk yard I have ever been to! Parts were easily accessible, Staff was SUPER friendly and knowledgeable! We will definitely be back, you guys rock!

## UPI Rochester

Just had another great experience with the employees at Wilbert's. I have been doing business with them for about 10 years and have never been disappointed.

## PAP Webster

Great company! My first time when I found them and started using them, I had a mix up and they was awesome about it and fixed it.. (Thank you Greg) great guy. Then I recently needed a radio for my wife's new truck and bought it. Was helped by a kewl guy named Kyle. He went above and beyond to help. My wife was expecting it to look a little used, maybe even a few scuffs, but no it looks BRAND NEW like it just came out of a factory box. I would recommend them to anyone who needs parts!!! I will only use them.

## PAP Ohio

Love doing business with Wilbert's! Top notch staff and quality auto parts!

# GAME TIME!

MATCH THE ICONIC CAR  
TO ITS TV/MOVIE TITLE:

CHITTY CHITTY BANG BANG  
DUMB AND DUMBER  
DUKES OF HAZARD  
BULLITT  
CARS  
BACK TO THE FUTURE

