



## A True Friend and Supporter

**Steve Pfendler  
of P.I.P.E., Inc.**



“I’ve already made up my mind and would like to make a major contribution to your expansion. Would you like your first check today?”

A mere 10 minutes into the gift solicitation, Damar President & CEO Greg Johnson fought through the astonishment to nod his head and utter out a “Yes.” He had just received not only one of the first commitments to Damar’s *Exceeding Expectations* capital campaign, but also the largest gift from an individual in Damar’s 40-year history.

The donor, Steve Pfendler of P.I.P.E, Inc., had been a long-time vendor and supporter of Damar and the Damar Guild. Steve’s relationship with Damar began over 10 years ago and since that time he’s continued to support Damar in any way he can.

“Although our relationship began as a business transaction, we’ve been fortunate to be a part of Damar’s growth,” shares Steve. “We’re proud to call Damar our charity. The work Damar does is absolutely amazing and simply unrivaled by anyone else in their industry. They strive endlessly for excellence, achieve it and then go a bit further.”