

Partnership of a lifetime

Xylem and Tencarva Machinery Company



In the dynamic world of water management solutions, strategic partnerships are key to delivering exceptional value to customers. Xylem is proud of the lasting collaboration with Tencarva Machinery Company, located in Greensboro, NC (USA), a leading provider of industrial and municipal process equipment solutions.

About Tencarva

Tencarva is a renowned distributor committed to providing top-tier products and services. For over 45 years, the company has built a strong reputation as a premier equipment distributor and repair facility for industrial and municipal water pumping solutions throughout the Southeast United States.

Headquartered in Greensboro, NC, Tencarva has seen continuous growth through acquisitions, brand portfolio additions, and offering new repair services through its' extensive repair shop. With locations in fifteen states, Tencarva has been the go-to source for many customers across the Southeast and they continue to grow.

“Xylem is a very important part of our business, it’s a great relationship and I don’t see that changing.”

Ron Bowen, Vice President
Tencarva



The cornerstone of success at Tencarva is built around their dedicated team and impressive employee retention rate. “We build relationships. And our culture is a part of our success. We have employees that come here to stay, and this is the only job they have ever had since college” says Ron Bowen, Tencarva Vice President.

Collaborative Partnership

For the past 13 years, the partnership between Xylem and Tencarva has been a key driver for growth, innovation, and market expansion in both the turbine pumps and spare parts categories. Tencarva utilizes over ninety brands in their operations, and consider Flygt and Goulds as top brands in their brand portfolio.

Tencarva’s primary product lines include pumps, blowers, vacuums, control panels, filters, heat exchangers, and both clean water and wastewater products. Their top two brands are Goulds and Xylem brands.

Alongside the product brands, is the strong partnership with Xylem. Tencarva sees Xylem as a partner in their business. Ron Bowen goes on to say, “Xylem is a very important part of our business, it’s a great relationship and I don’t see that changing.”

Shared Values and Goals

Central to our partnership is a commitment to training, innovation, and customer-centric solutions. Both Xylem and Tencarva prioritize quality, reliability, and sustainability in all our products and services. This alignment in values has enabled us to seamlessly work together towards common goals, such as enhancing product performance, expanding market reach, and delivering unparalleled customer experiences.

Training and development of both people and relationships is paramount at Tencarva. They offer an engineer-focused training school to help create career paths for employees.

They see both value and opportunities to further develop long-term relationships with dedicated team members at Xylem as well.





Repair Shop at Tencarva

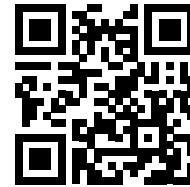


Looking Ahead

As we look to the future, Xylem and Tencarva are excited about the possibilities that lie ahead. We will continue to innovate, expand, and adapt to the changing needs of the market, always with our customers' best interests at heart.

Our partnership stands as a testament to what can be achieved when two industry leaders come together with a shared vision and unwavering commitment to excellence.

Looking for the right part to fit your needs? Contact your local Xylem Sales and Service Representative to ensure the correct **Genuine Xylem Parts** are being used in your equipment.



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