

## THE BIG MOVE-IN...OUR NEW OFFICES ARE READY!



*From left to right: the front of the new office building at Inco Johnstown; our new state-of-the-art conference and training room; and the nearly completed new employee parking lot.*

Finally, after nearly a year, the construction work is completed for the renovation of our new office building at Inco Johnstown, as well as a number of warehouse improvements, and the team is gradually moving into their new offices!

The new office building will house the Inco Beverage executive team; the Inco Johnstown sales department; the HR, IT, and accounting departments; and the graphic arts/banner department.

During the design phase of our new office building, a great deal of attention was paid to creating open, collaborative spaces to foster team-building. For example, there is a new space for our Johnstown territory managers Jess Rex and Brandon Coy, which opens to a main hallway via glass doors. Inside this space, there is room for the Johnstown sales reps to work on their laptops and iPads, as they come and go from making the rounds of their customer accounts.

The new state-of-the-art conference room is considerably larger than the team room inside the old sales annex building. It can easily be converted from a classroom-type setting into a spacious area for holding receptions and sampling events. And it has been optimized for Microsoft Teams videoconferences, complete with a top-notch projector and screen system, and microphones hanging from the ceiling to make sure all participants can be heard.

“The vision for our new office home in Johnstown was to create a more efficient, spacious, comfortable environment for our valued team members,” says Inco President Ryan Rizzo. “The family owners are committed to having a long-term presence in Johnstown, and we are thrilled with the end result of this effort to modernize our Johnstown facilities,” he adds.



*From left to right: a soon to be paved lower parking lot between our new office building and our existing Johnstown facility; and the new walkway to connect the new office building to the older sales annex building.*

## **Congratulations to These Employees on their Upcoming Work Anniversaries in July!**

– Tom Polcha, Sales	32 years
– Scott Huff, Operations	29 years
– Kelly Price, Customer Service	21 years
– Jim Rager, Delivery	13 years
– Chris Molnar, Warehouse	7 years
– Austin Rummel, Delivery	3 years
– Ashley Yachere, Sales	2 years
– Maceo Baker, Warehouse	1 year
– Calvin Sellers, Delivery	1 year

## **Sales/Brands Update: New Trail Brewing**



Thanks to a brand acquisition earlier this year, Inco Beverage has made an exciting addition to our growing brand portfolio! We welcome New Trail Brewing of Williamsport, PA to our stable of craft beer brands.

Thanks to the efforts of our sales team, the New Trail brand is off and running so far this year. Here's a report on New Trail's progress from Inco Greensburg Director of Sales **Angelo Greco**:

“Year to date, we have sold over 4,300 case equivalents of New Trail! New Trail is found in all Sheetz & Giant Eagle stores in the Greensburg territories of Westmoreland, Fayette, Washington and Greene. Broken Heels Hazy IPA is their flag ship brand, which has been doing exceedingly well on draft.

They also release monthly Hazy and Double Hazy IPA offerings which change each time. This helps keep their brand identity fresh with customers who have a higher sense of craft beers. The growth in our market is above 40% over the previous wholesaler and the folks at New Trail have been thrilled to work with our team in Greensburg. They are very complimentary of our sales representatives and the efforts they have put in to get New Trail out at retail.

New Trail was founded in January of 2018, with a focus on a balanced portfolio including Hazy IPA, Pilsner, Amber Ale, Belgian Styles, and Stout. New Trail's mission has always been to highlight the expansive beauties of the Greater North Central Pennsylvania region while producing top-quality beers and distributing them to the Commonwealth of Pennsylvania.”

## Cheers for Peers and Beers Recognition Program

Have you seen this coin yet? It's our new way of building a strong team environment and a positive work culture! Any individual or team is eligible to win, regardless of their position or department. There is no limit to the number of times you can win!



So be on the lookout for outstanding performance, exceptional teamwork, innovation, customer service excellence, or any other noteworthy achievement, then fill out a form to nominate a coworker and give it to your supervisor or Human Resources. We review nominations each week and award one 30-pack of Miller Lite or one case of non-alcoholic beverage from stock to everyone who is chosen. Start recognizing someone today!

**Jimmy Shaffer** and **Jim Rager** both nominated **John Daily (Delivery)** for helping them at Alpine Beverage with an almost 2,000 case order. “He also had two stops before he stopped to help us, and on his way back he stopped back at the warehouse to fill a cooler full of Gatorade,” said Jimmy. “He wanted us to be able to take a break and enjoy a cold drink, and then he helped us finish delivering the rest of the Coors Light and Miller Lite solids.”

**Kudos this month also to Joe Kurcin (Delivery) and Bill Walters (Delivery)!**

**Kelly Price (Customer Service)** reports: “Joey from St. Michael Beverage called to let us know what a wonderful job Joe Kurcin and Bill Walters are doing. She really appreciates it!

**THANKS TO JOHN DAILY, JOE KURCIN, AND BILL WALTERS FOR GOING THE EXTRA MILE TO HELP FELLOW EMPLOYEES AND OUR CUSTOMERS!**

## UPCOMING EVENTS

—Mark your calendars for the **President's Award BBQ Luncheon** on **July 17 in Greensburg** and **July 18 in Johnstown**, starting at **12:30 PM**. There will be great food and fellowship, so come join us for this celebration of Inco having won the 2023 Molson Coors President’s Award!

—**Wellness Committee Meeting, July 16, 9:30 AM**

—**Safety Committee Meeting, August 7, 8:15 AM**

## Welcome to the Inco Beverage Family!



Cody Hall, CDL Class A Driver, Johnstown



Darius Daily, Order Selector, Johnstown



Tyler Augustine, Order Selector, Johnstown



Ethan Gawlas, Order Selector, Johnstown



Eddie Stofko, CDL Class A Driver, Johnstown

## **SAVE THE DATE!** **2024 INCO EMPLOYEE APPRECIATION PARTY**

Just a reminder, please put on your social calendars **5 - 9 PM, SATURDAY, NOVEMBER 2, 2024** as the date for this year's Inco Beverage Employee Appreciation Celebration! We'd love everyone to come, as a good time and good food will be the only agenda! Further details will be coming in this newsletter, so be sure to read it every month!