

MASPETH

Inventory Management

After years of working at Awisco, I realized that the inventory is not as accurate as it should be. It took me and the MWT (Maspeth Warehouse Team) a long time and a lot of effort to get a more accurate inventory. Two people who greatly contributed to this effort were Hector and Jason. Hector is one of the best team members that Awisco has ever had at tracking inventory. He not only counts inventory, but also analysis the way we handle the inventory. A few years ago when I attended a GAWDA management conference in Chicago, I learned that the best way to make your inventory accurate is to assign your best person to shipping and receiving because otherwise every mistake made by the person assigned would generate ten more errors. On my way back I immediately thought of Jason because he pays close attention to detail. I assigned Jason and Hector to work together and changed all the shipping, receiving and inventory policies. Jason also is responsible for checking every order that goes out.

WAREHOUSE

Written by: Faisal Khan

Hector is responsible for counts and also organizes the entire Maspeth warehouse with proper bin location marking and labeling of part numbers. Jason and Hector worked hand-in-hand and raised the accuracy of the Maspeth inventory. One of the latest projects Hector and Jason are undertaking is complete and ongoing physical counts for the entire Maspeth location.

I am very proud of them and very glad that they are working as part of the MWT.



RECOGNITION

Team Work

One of the biggest lessons that I have learned throughout my years working at Awisco is that team work is very important to succeed. This is why I always pay close attention to the Maspeth Warehouse Team (MWT). In the last two years, the Maspeth warehouse has shown some big changes, not just only in the way the warehouse is now organized, but also tracking the inventory. The MWT has tremendously helped the inside sales and repair teams, respectively, by providing solutions to the problems that arrive in each department. For instance, the sales department used to have an issue at the counter with the disappearance and misplacements of tickets. The MWT stfaepped up to the challenge and found a solution. They worked with the counter staff to hold all pick-up tickets in the warehouse and as a result there are no more missing tickets. All this is due to the MWT efforts of: **Jason, Frankie, Alex, Hector, Yorki, Tiffani, Anik, and Paul.** I appreciate all the effort they put in everyday, as they make everyone's job easier.

S **AFETY FIRST!!**

We have started to do safety updates throughout our Maspeth branch. Here are a few examples of the things we found that needed changing: adding additional “no smoking” signs, making sure all fire extinguishers are inspected and charged, clearing all emergency exits and updating the “aluminum” emergency exit signs so they are more noticeable, removing any objects from our cylinder dock that should not be there, drawing a yellow aisle for walkways where needed, and adding first aid kits. This is a great time for all the branches to walk

around and really take notice to what they can do to not only be in compliance but for your own safety precautions as well. In the near future there



will be pop up visits so please try and get this done. If anyone finds something out of the ordinary that could be useful to the other branches please share your information!

New Team on the Block!!!

As you have been reading about our “**Employee of the Month**” article you may be wondering who is behind all this hard work! The team consists of Lori, Joe and Andy. They have been making the decisions to whom the articles should be based on, interviewing that person and summarizing a brief recap to let us all get familiar with that employee and what has made them stand out to be chosen. They have come up with a rotating schedule of which team member will actually be writing the article, but in the end it is a team project! We want to thank all of the members for their time and hard work that they have put into making the "Employee of the Month" such a great contribution to our Newsletter.



We have just started working on our Face book and Twitter Account! Feel free to request us as a friend! If you go to our website you can find the link to our accounts.

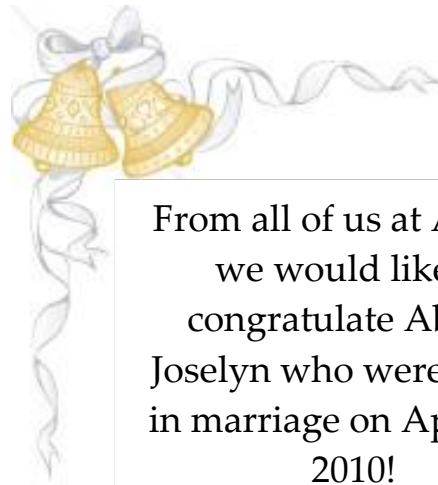
CALENDAR EVENTS

May 9th- Mothers Day

May 19th & 20th- Trade Show

May 31st- Memorial Day

Here's to *Dani Epstein* (5 years) & *Dan Schirripa Jr.* (2 years), AWISCO applauds your excellent work throughout the years.



From all of us at Awisco we would like to congratulate Abel & Joselyn who were joined in marriage on April 23rd 2010!

"Wishing you all the health and happiness in this world."

Happy Birthday

Not just a year older, but a year better ☺.

Alex Green	5/2
Denise McDonnell	5/15
Steve Kotcher	5/15
Bob Reddan	5/19
Tom Allen	5/20
Don Meghbaran	5/20
Abel Mariot	5/21
Neiko Saez	5/25

TRAINING UPDATES

Steve Kotcher- April 13th -15th **Koike Aronson's General Sales School** in Arcade, NY.

Jake Schlagel & Alyn Brutus April 27th-28th **Cryogenic Pump Training** in Imperial, PA.

New York Branches attended **Sexual Harassment** classes April 27th & 28th given by ADP.

Time is approaching rapidly and the Trade Show will be here before you know it! Get ready for our two busiest days of the year! We have been advertising for the Trade Show on our website, Facebook, emails, sales team, flyers and we will have our annual blitz on May 11th and May 12th. Be prepared for hard work but with great rewards in the end. This is an event where we can all pull together as a team and show everyone what makes AWISCO stand out from all the rest.

NASDAQ OPENING CEREMONY

On April 8th at 9:30 a.m., Lloyd attended the "ringing of the opening bell" for the NASDAQ market. He was there representing **AWISCO** as a company who not only carries Thermadyne products but believes they are one of the best companies in what they do and was proud to stand next to Martin Quinn president of Thermadyne Holdings Corporation.



☆ **KIDS**

Maybe you don't recognize the young girl but you should know her step-dad...**Jake Schlagel**. Jake has been an AWISCO driver for a few years and loves car racing. Erin Paulison-Schlagel, his 13 year old step-daughter enjoys car racing too! She enjoys it so much she made her debut on April 10th at Oakland Valley Speedway in the Junior Slingshot Division.

Here are a few excerpts from the "Suburban Trends" paper which featured an article on the young star!



Erin, a seventh-grade student at Haskell Elementary, has been inspired to try her hand behind the wheel after watching Jake (most recently Feature Winner of the Orange County Fair Speedway 2009 Eastern States Championship) race since she was 8 years old.

"First it looked fun," Erin said, and then things got even more exciting "when he got into the winning circle."

Erin has started out with go-karts and 4-wheelers, but slingshots provide a higher degree of safety because the driver's seat is enclosed. She will be driving a Slingshot by Tobias, which has 20 horsepower and runs on methanol.



She selected the number "37E" for her slingshot ("E" for Erin), inspired by Jake's number "37J." Jake noted that he has an identical, but bigger, slingshot sitting in the garage.

In her everyday life, Erin is a cheerleader with Wanaque Recreation since the first grade, and has been a Girl Scout since kindergarten.

Erin has also been inspired to race by the movie "Right on Track," which is based on the true story of Erica and Courtney Enders, two sisters who get into junior drag racing (at around Erin's age) and made it all the way to the top, winning the junior drag racing national title.

Erin's slingshot racer, number 37E, is ready for the racing season to begin in Cuddebackville, N.Y The competition will continue every Saturday until November. If you are interested in sponsoring Erin, please call the family at 973-831-6377.

CORNER ☆

You can find the whole article by copying and pasting the link below onto your browser!

http://www.northjersey.com/sports/89891267_Slingshot_racer_makes_her_debut_April_10_in_New_York_.html?page=all



Although Earth Day was April 22nd, Rich Wolyniec's daughter, (Megan Wolyniec) wrote an amazing poem for her school that I wanted to share with everyone that pertains to Earth Day. This is also a reminder that AWISCO is going green and everyone needs to do their part!



Litter and trash almost everywhere,
Pick it up! Clean it up!
There's some right there!

Grasses swaying in the breeze,

Gentle winds blow through the trees.
Rain falls down like soft teardrops,
Birds are flying through the treetops,
They have no place to sleep and rest.

We all must try to do our best.
Our world is slipping through our fingers.

One last tree in the forest lingers.
Green is no longer a color, but an action.

What will be your reaction?

Employee of the Month

Written by: Andy Cullen

This month's spotlight features Kathy Isgro. Kathy comes to us from the former Action Industrial Supply, where she worked for a year and a half doing counter sales and invoicing prior to AWISCO's acquisition in February 2005. With the help of AWISCO's many training programs, she has developed into one of our top counter persons.



Born in Flushing, NY, Kathy spent a good part of her childhood traveling the world. She has been to Kenya, South America and Europe, but never Lancaster PA which she hopes to see one day! She graduated from Ramapo College in 1981 with a BS in Psychology that comes in very handy working with Andy Cullen. Married for 27 years, she and her husband Carl have raised four children. Her spare time is devoted to caring for her personal zoo, which includes: five cats, four birds, three dogs, assorted amphibians and members of the rodent family. She also enjoys reading action novels, camping and listening to her collection of blues CD's. Kathy says "AWISCO has taught me the importance of being a team player and putting the customer's needs first." With her strong work ethic, experience and ability to manage wildlife, we are proud to have Kathy as part of the Awisco family.

NEW LOOK

Rich has also jumped on board, redoing his office! For anyone who has been in his office the last few months, I think it was safe to say it needed some work (no offense Rich!). He has taken it upon himself to give it a new paint job, remove the table he used for the morning rundowns to a nice and neat ledge built right into the wall! He has also got some new seating and new storage shelves added. He is trying his best to keep his office clean, which is nearly impossible with the amount of dust that flies around over there! Great work Rich, you and your team are some of the hardest workers in town and really help AWISCO to be one of the best companies in what we do!



Edited By: Vic Fuhrman