

July 2011



Chik-Chat

Saying Goodbye To Beale Avenue

The year was 1986 and the amount was \$275,000. With the help of Bill Ward, and after a hand shake between Fred Sr, Fred II and Bill Rossman, the Mid State Bank Loan officer, Imler's Poultry L.P. had a new home. The new facility located at 3421 Beale Ave was previously owned by the Lafferty Family and was leased as an A&P Distribution location. The six dock doors and over 28,000 square feet of warehouse space was an exciting jump for the Imler Family. This increase in space would better serve the ever growing company. The previous location on 58th Street only boasted two dock doors and 7,500 square feet of warehouse space.

Fast forward 25 years and \$1,450,000,000 of sales dollars later to the year of 2011. Imler's Poultry L.P. and Imler's Transportation Inc. has yet another new home. Now located at the end of Chicken Run Road in Duncansville, the company that continues to grow is making it happen again. With this move, it was time to decide what will happen with the Beale Ave. facility that took care of us for so many wonderful years. The Imler Family took the time to reflect and review, and the careful decision was made to sell.

As of the end of May, Blair Candy Company and the Dandrea Family are now the proud owners of the Beale Ave. facility. It was a bittersweet day for the Imler Family. How do you say good bye to a part of your life that gave you such wonderful memories? The Beale Ave facility helped Imler's Poultry LP and Imler's Transportation Inc. grow into the strong, stable companies that they are today and with that we say.....

THANK YOU BEALE AVENUE!!

Blair County Chamber of Commerce - Business After Hours



In May, Imler's hosted the Business after Hours for the Blair County Chamber of Commerce. It was a great turn out. It was a nice evening giving us a chance to show off all the hard work that has gone into our new home. Guests were able to tour our facility leaving them impressed with the tremendous inventory and the order and cleanliness that we take pride in. I would like to extend a special Thank You to everyone who helped in any way to insure the success of this event.

Fred Imler Sr

Moving Along

Every day it is exciting to come to our facility and see all the changes that have been made over the past year. Our maintenance crew has been working diligently on several projects to improve our operating efficiency. After finishing our brand new produce cooler they began removing the slide back racking from the Beale Ave location. It was then reconstructed here at 764, which was not a simple task. This racking system was placed in four different locations in our facility, dry storage, dry chicken cooler, USDA area and in the over flow freezer. With this project completed we gained a little over 400 pallet positions from what we already had. Our hats are off to the guys for doing a fantastic job, led by Mike Alberter.

The next exciting project is very noticeable while entering/exiting our parking lot through the truck entrance. The area just up the hill from us will be the new home of our truck maintenance facility. Work is underway with hopes of being completed in the fall.

There are so many good things happening here at Imler's from every corner of our business, far too many to mention them all. None of the exciting things happening would be possible without everyone's hard work and dedication. Looking back from when the Imler family first purchased this great facility to where it is at now, knowing our direction for the future, it's easy to say... here at Imler's we just keep MOVING ALONG....



Thank You Everyone,

Clyde



How Time Flies

Twenty One years ago Jim Gonter called me regarding a newborn baby boy named Tony. He was the son of close friends of Jim, Dave and Sherry Sabatino. Had Tony been able to stand at that time, he would have stood on the tops of his feet. He also had no movement in his hands. Dave and Sherry were devastated. Having been told by local doctors he probably would never walk and would have limited use of his hands at best. They were looking for help from the Shriner's Hospital of Philadelphia regarding what could be done.

One week later I arranged for Tony's first trip to Philadelphia. He was 2 weeks old. The prognosis he received there was much brighter. After many, many visits and dozens of surgeries Tony is a very active student at St. Francis University. Over the years he has excelled in soccer and is also a black belt in karate. Among many accomplishments of note was that Tony's care was provided by Shriner's as well as transportation for he and his mother for all their visits at no cost to the family.

The highlight of all this is the fact that Tony has spent a portion of his summer working at Imler's detailing trucks. Tony will soon be back at St. Francis as one of the student managers for the football team. It has been great having Tony at Imler's as we have always had a close relationship with the Sabatino family. Tony... We wish you a great year at St. Francis. You have a very bright future ahead.

Fred Imler Sr



First ever Imler's Poultry Food Expo Announced



USDA Bids for Business

The USDA contract was up for bid again in late January. We currently service 4 of the 8 regions in the state of PA. We won the bid to continue with three of those four regions again. This contract is for five years starting July 1st. We are thrilled to retain regions 1, 4 & 5. Our new bid is a substantial increase. This increase is needed to help us offset the increase cost of conducting business with the biggest variable being fuel. The region 2 bid was made with careful thought. After servicing this region for five years, we were unsuccessful in retaining that region. The bid the won region 2 was 9% lower than what we were currently distributing it for. We have retained 87% of our USDA volume. Thanks for helping us do a good job and also bidding this contract with faith that we can do it successfully for the next five years.

Fred II

Imler's Poultry, will be hosting Suppliers, Brokers and our Valued Customers on Wednesday, December 7, 2011, at our first ever Food Expo. The Imler's Poultry Christmas at the Jaffa will be held at the Jaffa Shrine in Altoona and feature our fine line-up of products and highlight our services to the Imler's Poultry customer base. In June, we kicked off an exciting customer incentive program that we call our Imler's Poultry Christmas Club. The Club allows customers to buy selected products and "bank" Christmas Club Savings into their account from June through November 30th. Customers who attend our Food Expo on December 7th can claim their full Christmas Club Savings that day! Our Sales Team is aggressively following up with our customer base to ensure that they are aware of the program details and earnings. The Purchasing Team is following up with suppliers for opportunities for added items to our Christmas Club list.

Be watching and listening for more exciting details to follow in the coming weeks and months.

Please notice outside by the front office door the Anniversary Board. Each month employees with an anniversary will have their name and years of service displayed on the board. The hard work and dedication of all employees is very much appreciated and this is just another way to say Thank You!



The risk management representatives for Eastern Insurance visited with our safety committee recently. They were very impressed with as they stated, "the impeccable conditions regarding cleanliness and safety throughout our facility." It takes a sincere effort to ensure a safe work place.

A special THANK YOU to ALL.

Fred Imler Sr



Name..... Landon Focht
Born May 11, 1985
Spouse..... Kassy
Children Emily
Occupation..... Maintenance
Hire Date..... August 14, 2007
Favorite Hobby Horses
Favorite Food..... Pizza
Favorite Holiday..... Christmas
Favorite Movie Dukes of Hazzard
Favorite Restaurant Marzoni's
Favorite Season..... Fall
Favorite Car..... '71 Chevy Nova
Favorite Color Blue

LOCAL CUSTOMERS

Here at Imler's Poultry we want to show appreciation to our local customers. This quarter we want to spotlight:

**Mac's Market
&**

Austin's Texas Hot Dogs

While eating out and doing your shopping keep in mind the local businesses that help to keep us in business.



Warehouse Employee of the Month

January.....Donnie Miller
February.....John Ciccarella
March.....Chris Datres
April.....Chris Klein
May.....Landon Focht
June.....Nick McCormick



Name..... Cheryl Wheland
Born January 29th
Spouse..... Mark
Children Chad & Adam
Occupation..... Jack Of All Trades
Hire Date..... August 17, 2008
Favorite Hobby Listening to Music
Favorite Food..... Pizza
Favorite Holiday..... Christmas
Favorite Movie Holes
Favorite Restaurant...Dave's Dream
Favorite Season..... Spring
Favorite Car..... Ford Mustang
Favorite Color Orange



The Season For Produce

The produce department has been growing steadily from week to week since the summer of 2010. As with any new venture there have been some ups and downs but it is very exciting to see how it is catching on with our customers. We added a new 2500 square foot cooler to support the business growth. We have brought in several new suppliers and are in daily talks to add more as the business continues to grow. One of our suppliers is a company called Pure Hot House out

of Canada who has some unbelievable green house grown product that has been very popular for us. On May 21st we were successful in loading our first direct truck out of Florida. So the future looks bright for produce at Imler's Poultry.



Please welcome Chelsea Parson and Adam Lanzendorfer to the inside sales staff. Chelsea was promoted from the outlet staff and is very eager to take on a new challenge. She will be taking care of the fast food business calls and assisting in daily sales duties. Adam moved to sales from a night shift warehouse supervisor position. He brings along a degree from Lock Haven University and sales and marketing experience with the Reading Phillies baseball club. We are glad to welcome both Adam and Chelsea to the sales staff.

We are also excited to welcome George Booth to our Outside Sales Staff. His sales territory will be South Central PA, West VA and Maryland. George brings along quite a few years of experience in food sales.

Doug

6TH NO SHOW FOOD SHOW

We recently finished our sixth "NO SHOW FOOD SHOW", which was delivered April 30th thru June 10th. I am excited to report that the food show was another success. Our customers booked 33,226 cases with a combined savings over \$25,000. Dave Dolinger was the top leader booking 6,812 cases. Each food show we continue to surpass booking quantities from the previous one. There is a tremendous amount of time and effort put into the production of the food show books. All of our success is made possible with the help of every employee and also the fact that we work as a team. Congratulations and Thank You for everyone's time and effort to make the food show successful!

Kim Shedlock



On July, 8th & 9th, the Altoona Trackers Mites Ice Hockey (ages 5-8) played in a tournament on the "BIG ICE" at the Consol Energy Center. Bryce Imler participated in the tournament and we are

excited to say scored 5 goals and kept many pucks from the other teams away from the net. At the end of the tournament, The Trackers brought the championship trophy back to Altoona for display at Galactic Ice. It was a very exciting time for all the kids and parents. Great Job Bryce!!



Transportation Awards

Once a year in May, Imler's holds an awards meeting where all the safety awards are given for the previous year. Drivers receive an award and recognition if they completed the entire year with a clean record. Congratulations to all drivers who achieved the goal and received an award.

18 Years

Kelly Kunkle

12 Years

Pat Conrad, Brad Cramer

11 Years

Tom Bollinger, Tim Glass, Ed Gorsuch

10 Years

Jay Keller, Jim Keller

9 Years

Daron Young

7 Years

Bob Young

6 Years

Tim Stotler, Chuck Shaner

5 Years

Dave Dengate, Bill Moyer, Mike Onder,
Carl Pletcher, Tim Hazenstab

4 Years

Bill Salyards, George Smith, Scott Wingard

3 Years

Matt Hetrick, Travis Maher, Phil Ricketts,
Jim Scarangella, Bob Williams

2 Years

Chuck Benson, Dave Fitzgerald, Joe Housel,
Kevin Price, Steve Rider, Ray Smith, Earl Yon

1 Year

Mike Graham, Jim Mock, Thurney Ridgen, Steve
Shiffler, Bob Stiver, Scott Stoudnour, Jeff Walls,
Dave McChesney



Congrats to Kelly Kunkle for the MOST CONSECUTIVE YEARS receiving the Safety Award.



Name Jody Clemenson
Born January 31st
Spouse..... Single
Children Kayla
Occupation..... USDA Coordinator
Hire Date..... August 1, 2005
Favorite Hobby Needle Point & Crocheting
Favorite Food..... Pizza
Favorite Holiday... Christmas
Favorite Movie Xmas Vacation
Favorite Restaurant.. Chili's
Favorite Season... Fall
Favorite Vacation Spot..... Beach
Favorite Color Yellow

Quick Reminder

We are still offering a "Driver Recruiting Bonus" for any employee who refers a qualified delivery OR over the road driver that is hired. Please see Scott Imler for details.



Driver of the Month

January.....Jeff Walls
 Jim Mock

February.....Tim Glass
 Jay Keller

March.....Steve Shiffler
 Bryan Conrad

April.....Jim Zitsch
 Paul Barnes

May.....Jim Dibert
 Bill McClellan

June.....Chuck Butler
 Mike Graham

We would like to send special wishes and prayers to Gaylee Davinsizer's son, Tyson, who recently left for deployment with his US Navy unit. Come home safe.



Thank You...

Thank you for letting us have a booth sale during the food sale.
 Girl Scout Troop 40528
 Kayla, Joie, Lexie and Cassoundra



Pat Conrad HANGS IT UP

Congratulations to Pat Conrad on his retirement on May 19th of this year. Pat has been a valuable member of the Imler team for the past 15 years. We are proud to say Pat received the Driver Safety Bonus for 12 consecutive years! We certainly appreciate his hard work, dependability and dedication as a long haul driver and the great job he did for the company. All of us at Imler's wish Pat a healthy, happy long retirement.

In Pat's own words...
 "NOW EVERYDAY IS SATURDAY!!!"

Welcome

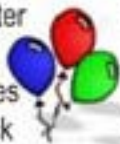
The following employees have now reached or exceeded their Six Month Anniversary!!! Good employees are hard to find and we are glad to have you all on the Imler team.

Mark Trexler 6/02	Ben Rhule 9/26
Dan Mortimer 7/12	Matt Over 10/09
Chuck Butler 7/12	Carla Metropoulos 10/11
Dave Finkle 7/12	Mike Allen 10/11
Troy Richardson 7/13	Sharon Allen 10/24
Allen Menhorn 7/28	Bob Zeek 10/24
Joanna Turner 8/6	Jeff Cooper 10/25
Donnie Miller 8/8	Mike Hicks 10/26
Chelsea Parson 8/31	Fred Wilt 10/31
Bill Bigelow 9/2	Bryan Conrad 12/3
Sonya Garber 9/20	Ben Thomas 12/20
Dave Detwiler 9/21	
James Zitsch 9/23	

HAPPY BIRTHDAY

July

4 - Corey Ray
 5 - Dana Coke
 9 - Carla Metropoulos
 20 - Thelma Coburn
 20 - Bill McClellan
 21 - Lauren Morgan
 22 - Brandon Herter
 22 - Tonya Imler
 22 - Randy Rhodes
 25 - Amanda Fleck
 26 - Jim Mock
 27 - Nickolas McCormick
 28 - Rick Bem Sr
 29 - Mike Steinbugl
 31 - Bob Zeek



August

1 - George Booth
 5 - Tim Hazenstab
 7 - Chuck Butler
 9 - Bob Salyards
 14 - Ern Keller
 15 - Jordan Jones
 18 - Sonya Garber
 20 - Mike Graham
 20 - Troy Richardson
 28 - Dewey Zeek
 29 - Jordan Russell
 31 - Doug Hartley
 31 - Adam Lanzendorfer

September

1 - Clyde Monahan
 1 - Jim Scarangella
 11 - Bill Hogan
 12 - Tom Bollinger
 13 - Chris Dattres
 13 - Katrina Hayes
 15 - Ray Smith
 15 - Bill Wilt
 16 - Phil Ricketts
 21 - Tom Jorkasky
 21 - Donnie Miller
 23 - Ben Rhule
 30 - Bill Bigelow



October

2 - Chuck Benson
 4 - Ryan Smith
 7 - Sharon Nagy
 8 - Bryan Imler
 8 - Dave Dolinger
 9 - Joann "MeMa" Imler
 10 - Travis Maher
 11 - Jim Scarangella
 12 - Jeff Nofsker
 14 - Steve Rider
 15 - Earl Ferguson
 19 - Adam Claycomb
 20 - Chris Klein
 22 - Missy Lovrich
 24 - Larry Walker
 28 - Zeb Golomb
 28 - Jim Zitsch
 29 - Mike Onder

Dates To Remember

August

9th - Sales Meeting
 14th - Company Picnic

September

5th - Labor Day
 6th - Sales Meeting
 23rd - 1st Day of Fall

October

4th - Sales Meeting



Adam & Cortney Lanzendorfer
 Welcomed baby girl Lena Kay
 She was born February 2nd
 8 lbs 11 oz - 21 1/4 inches long

Fred & Rachel Wilt
 Welcomed baby girl Isabella Michelle
 She was born April 28th
 7 lbs 4 oz - 19 1/2 inches long

Gaylee is a GRANDMOTHER AGAIN!!
 Adaleigh Marcella was born November 1st 2010.
 5 lbs 6 oz - 15 1/4 inches long.

Andrea Wilt is also a NEW GRANDMOTHER!
 Her daughter, Farrah, welcomed baby girl
 Zaylin Lilly.

She was born November 24th 2010.
 6 lbs 1 oz - 19 1/4 inches long.
 Andrea is expecting the 2nd granddaughter around
 the first of December this year.

Super Warehouse Blowout Sale

*Keep your eyes open for
 the dates of the next
 Super Warehouse Blowout sale.*