



NEW TO THE NETWORK



**LA Distributing Company**

A beverage distributor  
located in Commerce, CA



**Oath Distributing**

A craft beer distributor  
located in Detroit, MI



## Wishing You and Yours a Happy New Year

As we celebrate the beginning of 2022, we look forward to everything we can accomplish together in the coming year.

Together with you, we make connections possible. We connect data, process, technology, and most of all, people. Along with our partners, we are proud to be part of your success. We are proud to serve you as the technology engine helping the supply chain build brands, innovate, and connect the tiers to support consumer demand in an agile way.

We raise a glass to a joyful holiday season and prosperity in 2022.

A handwritten signature in black ink, reading "Jonathan O'Neil". The signature is fluid and cursive, with the first name and last name clearly distinguishable.

Jonathan O'Neil

CEO, Encompass



## COME SEE US

### Upcoming Events

#### Minnesota Beer Wholesalers Association Annual Conference

January 13 - 14  
St. Paul, MN

#### Beer Industry Summit / Wine & Spirits Daily Summit

January 30 -  
February 1  
San Diego, CA

## CELEBRATING SUCSESSES IN OUR NETWORK

Terrance A. Smith  
Distributing Joins  
Nationwide Fight  
Against Human  
Trafficking in East  
Central Indiana

## UPCOMING WEBINARS

### NEW RELEASE

22.01: New Release Webinar:  
Admin, Ops, Sales & Delivery  
Wednesday, January 12th @ 12:00 pm EST

[\*\*REGISTER HERE\*\*](#)

### DSDLINK

In the Loop with DSDLink (learn more on pg. 4)  
Wednesday, January 19th @ 12:00 pm EST

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### ENCOMPASS ON TAP

Survey Basics  
Tuesday, January 25th @ 3:00 pm EST

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Utilizing The App Library  
Thursday, January 27th @ 12:00 pm EST

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## IN THE LOOP WITH DSDLINK

As eCommerce trends continue to accelerate, online ordering platforms are becoming increasingly crucial for distributors. That's why we host a monthly webinar where you can learn more about online ordering, hear best practices from distributors, and much more. Mark your calendar and make sure to join us every month on the third Wednesday at 12:00pm EST for new and exciting content!

### On tap this month: insights from sales reps

We will be ringing in the new year by diving into the world of sales reps, and how DSDLink and online ordering have impacted their lives. We will be interviewing several sales reps for insights into their first-hand experience and best practices regarding how the reps were informed and how they communicated the online ordering initiative at retail. We will also be discussing how their roles have adjusted over the last year as eCommerce has expanded its feature set in the industry.



This webinar will be hosted by Cam and Kristen, who are both DSDLink Sales Executives. They will be available to answer your questions during and after the webinar.

[REGISTER NOW](#)



AMERICA'S BEER & BEVERAGE DISTRIBUTORS

# DISTRIBUTOR EMPLOYEE SPOTLIGHT

## EMPLOYEE SPOTLIGHT



### MELISSA WOITALEWICZ

Eagle Distributing  
Grand Island, NE

#### YEARS OF SERVICE

3

#### CURRENT POSITION

Administrative Accounting Assistant

#### FIRST JOB AT THE COMPANY

Administrative Accounting Assistant

#### MANAGEMENT QUOTE

Melissa exemplifies what it means to be a team player. As an Administrative Accounting Assistant, she performs all administrative responsibilities, including the reconciliation and processing of customer payments for our Grand Island location, but she consistently goes above and beyond her normal job duties to help her co-workers wherever she can – doing so without being asked and always with a smile on her face! Thank you, Melissa for everything you do!

-- Jason Horvatch, Chief Financial Officer





# STAY IN THE LOOP WITH ENCOMPASS SUBSCRIPTIONS

## **Don't miss out on important updates**

Here at Encompass, we have a great deal of information to share. In order to make sure that you're receiving relevant content, we have created a new dashboard where you can view and manage your current Encompass Subscriptions. Whether you want to receive our monthly newsletter, or just subscribe to important Support updates, we have you covered. This new dashboard allows you to be in charge of your subscriptions so that you can keep other members of your company informed.

## **How does it work?**

It's simple. Log into Support and visit the Encompass Subscriptions Dashboard by searching for 'Encompass Subscriptions' in the search bar. The Dashboard will display subscriptions Encompass has to offer so you can subscribe and unsubscribe based on your preferences. The Dashboard also includes a short description and frequency of the subscription.

## **Topics include:**

- Certification and Training Opportunities
- DSDLink Feature Updates
- E8 & Encompass Mobile Updates
- EDI Updates
- Encompass Support
- System Maintenance
- The Load Sheet Newsletter
- Weekly Webinars
- User Conference

Start using Encompass Subscriptions today to stay informed!