

TODAY'S NEWS

Holiday Hours

December 23 - normal day

December 24- 27 closed

December 31 open till noon

Inventory

Each office will be responsible for conducting a complete inventory of all inventory, weights, and non-inventory merchandise Dec 30th through closing on Dec 31st. Ask Keith any questions that might have regarding inventory.

Cardinal Price Book

Cardinal has released a new price book effective on January 1st so be sure to check pricing against outstanding quotations. Cardinal is only obligate to existing pricing until the 15th of January.



New Website Agreement

Pioneer Scale has entered into an agreement with AM Design of Bedford, Texas to completely overhaul its website during the next three month period. The old website while useful was outdated, did little to drive new customers to our business and gave us no feedback on its effectiveness.

The new design will incorporate a morphing homepage which will open with one of two homepage looks depending on the search parameters being used. If a search included anything regarding belt



Pioneer Scale continues



- Emphasis on new paperless technology and field integration.
- Unprecedented contract growth of 10% during the past 18 months.

Pioneer Scale has the lowest staff turnover among active scale companies in the southern market. Once we have someone for over one year they find that Pioneer Scale is a great place to call home.

Servicemax is in the final phases of implementation across the company with 70% of all technicians now making and creating scale certifications in CRS through the IPAD. Customers are embracing the changes.

scales, the home page will look as though our focus is on belt scales. The default page will focus on industrial and truck scales.

In addition customers will now have a portal to create a service call directly into Servicemax. New customer's will be able to complete their customer information/ credit request data sheet on-line which will also be Servicemax friendly.

Each branch location will also have their own homepage for site specific and personnel information included.



We need Pictures

Our biggest need for the website will be your help in sharing all of the photographs that you might have of employees working in the field, scale pictures and pictures of customer's businesses (with their approval). For right now text any picture that you think might be useful to 501-840-5650.