












THE PACESETTER WAY HUDDLE NOTES

Congratulations, team! We have been very effective at recognizing and appreciating our fellow associates and their contributions at Pacesetter. Each of us has many things to offer and we are grateful for that.

Recognize and Appreciate: Positive, meaningful feedback is a tremendous source of energy and encouragement. Make it a point to offer appreciation and recognition to those who play a part in Pacesetter's success.

A summary of our plays:

-  Jeff F to Gary, Darris, and Laura P for jumping on an opportunity resulting in a great win. As a team we closed 1,000 more tons. (2500T total booked for H1 2017)
-  Jeff F to Jake for his help with a customer during their cash flow challenges while scaling.
-  Jeff F to Thomas for his strategic contributions working together on a new opportunity.
-  Jeff D to Ashley and Barb for working hard to have additional material produced and coated to keep up with a premier customer's increasing demand, keeping our customer in stock and running.
-  Jeff D to Dana who always does a great job coordinating transfers to OPs and scheduling at our Service Centers to make sure our orders are fulfilled and stock is replenished.
-  Stephanie to David Smith: He's been working for years to bring new business in. He's landed a lot of opportunities last week, one being quite large. They were apprehensive at first, but after meeting the team, they're very excited to have us come on board.
-  Katelyn to Dan Bieller, who got another account to take material that was over two years old! He inherited that account with old material on the floor and managed to move it, so I wanted to give him a shout out!
-  Holly to Gary and Jeff F for helping me create and update some sales/marketing material for the outside sales team.
-  Holly to Laura Moon for helping us get the updated sales material on Salesforce for quick easy access and communicating the same message to our customers.

This week's focus is on taking the success of Pacesetter personally. When Pacesetter wins, we all win! We must ensure that each of us are investing in Pacesetter to positively impact the company.

Take the Success of Pacesetter Personally: Our primary goal is the long-term success of our company. You are a reflection of our organization and you must view your decisions and actions from this perspective. Understand the bottom line. Ensure that your investments of both time and money positively impact the profitability of Pacesetter. Align your focus to be in support of the following: Sales minus Cost equals Profit.

Let's take it to the end zone again!

Check in with us again next week to find out all the ways we represent this behavior during our next Monday huddle! And, be sure to comment on our [website](#) about all you are doing to live out these fundamentals!

