

Bergey's INK

BERGEY'S STATE-OF-THE-ART TRUCK CENTER

We are excited to announce Bergey's Truck Centers new Pennsauken, NJ facility which opened for business Monday, May 22nd. Our new truck center is located at 7255 N Crescent Blvd., Pennsauken, NJ 08110, on Route 130 across the street from our prior truck center location.

This brand new state-of-the-art truck center facility is conveniently located minutes from routes 95, 295, 76 and 295, strategically positioned to "Keep Philadelphia Customers On the Road."

"This new truck center facility is the result of our team's commitment to our customers in the Philadelphia market. We can't wait to share this new facility with our customers, as well as our team members." - Mark Bergey, President

Our new truck center delivers 50,000+ sq ft to better serve our customers:

- Improved Service Capabilities
 - 21 service bays
 - State-of-the-art truck service processes and systems
 - Uptime Certified
- Increased Parts Inventory
 - 15,000 sq ft parts warehouse
- Truck Inventory on Site
- Easier truck Access
 - Accessible from RT 130 & Westfield Ave
- Improved Customer Waiting Areas
 - 3 different waiting areas, including wifi
- More Space!!
 - 7 Acres vs. 2.5 Acres
 - Expanded parking

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Miller-Keystone



NOVEMBER 2017

BERGEYS.COM

WELCOME

Jared Mulligan	Hatfield Commercial Tire	John Hylinski III	Ford of Ambler
Mark Morton	Ford of Lansdale	Jason DiBenedetto	Pennsauken Truck Center
Tyler Mager.....	Chevrolet	Richard Day	Chevrolet
Raymond Tobia Jr.	Trenton Truck Center	John Hines	Pennsauken Truck Center
Christine Hartman	Truck Leasing	Jennifer Mancino	Ford of Ambler
Benjamin Arndt	Souderton Leasing	Juan Garcia Feliciano	Harrisonburg Commercial Tire
Sonja DeSimone	Ford of Ambler	Patrick Waldenberger.....	Souderton Detail Center
Brenda Myers	Ford of Lansdale	Cameron Schwartz	Lincoln
Dale Myers	Ford of Lansdale	Jenna Benner	Chevrolet
Kristofer Leggett	Souderton Detail Center	Carsten Armstrong	Souderton Truck Center
Nikola Nikic	Ford of Ambler	David DiChino	Vineland Truck Center
Anthony Donise III	Trenton Truck Center	John Coen	Colmar Parts Warehouse
Conner Derstine	Maintenance	Douglas Santone	Ford of Ambler
Jeffrey Wert	Ford of Lansdale	Colin Leaming	Ford of Ambler
Christopher Koffel	Chevrolet	James Sandridge III	Harrisonburg Tire Service
Danielle Pico	Chrysler Jeep Dodge Ram	Joel Royer	Colmar Parts Warehouse
Scott Parsons Jr.	Ford of Ambler	Andrew Loudenslager	Ford of Ambler
Jeffrey Koletsky.....	Delmar Truck Center	John Princiotto.....	Pennsauken Truck Center
Michael DeTommaso ..	Chrysler Jeep Dodge Ram	Matthew Williams.....	Chevrolet
Anthony Weber	Telford Heavy Duty Parts	Wesley Smith	New Castle Truck Center
Richard Adams	Chevrolet	Kevin Davis	Pennsauken Truck Center
Stephen Davidson.....	Lincoln	Kyle Nevenglosky.....	Souderton Truck Center
Charles Dowdy.....	Colmar Parts Warehouse	Robert Dolga	Retread Technologies
Donald Conte Jr.....	New Castle Truck Center	Austyn Nolt	New Berlinville Commercial Tire
Bryan Colon-Rivera	Pennsauken Commercial Tire	Walter Curll Jr.	Conshohocken Truck Center
Ryan Brown	Chevrolet	James Morrone	Buick GMC
Cassidy Gavaghan	Ford of Ambler	Eric Miller	Delmar Truck Center
Samuel Fox	New Castle Truck Center	Ian Nyce	Lincoln
Rodney Rush	Hatfield Commercial Tire	Kenneth Michener.....	Chevrolet
Shawn Fox	Souderton Collision Center	Dennis Witkowski	Ford of Ambler
Colleen Davis	Buick GMC	Gustavo Rojas-Zavaleta	Chevrolet
Jaeden Weston.....	Ford of Lansdale	Kevin Houck	Souderton Leasing
Edgardo Lanzo	Pennsauken Truck Center	David Budnick	Corporate Office
Kyle Yedlowski	Pennsauken Truck Center	Anthony Aquino	Ford of Ambler
Owen Orser	Souderton Truck Center	Edgardo Rivera Jr.	Pennsauken Truck Center
Jerrell Sharp	Telford Heavy Duty Parts	Brian Weidner	Souderton Truck Center
Michael Shoengold	Ford of Ambler	Andrew Gorman	Telford Heavy Duty Parts
Carl Kasperitis Jr.....	Pennsauken Commercial Tire	Evan Cerny.....	Pennsauken Truck Center
Richard Walker	Vineland Truck Center	Harley Ambridge	Hatfield Commercial Tire
John Thompson	Ford of Ambler	Walter Campbell.....	Pennsauken Truck Center
Vinod Bagdwal	Souderton Leasing	John Thomas	Chevrolet
Paul Chen	Conshohocken Truck Center	Larry Detweiler.....	Lincoln
Francis Sirianni	Souderton Leasing	Dalton Ambridge	Hatfield Commercial Tire
Briant Lopez	Pennsauken Truck Center	Brandon Mooney.....	Chevrolet
Ethan Anderson.....	Easton Commercial Tire	Ivan Rodriguez Quiles	Harrisonburg Commercial Tire
Reese Murphy.....	Buick GMC	George Rocchino	Buick GMC

TRANSFERS

Tim Benner Colmar Parts to Buick GMC
 James Roberts Silverdale Tire to Lansdale Tire
 Joseph Bracken Lansdale Tire to Silverdale Tire
 James B Clemmer Retread Technologies to
 Hatfield Wholesale Tire
 Randy Shelly Buick GMC to Souderton
 Truck Center
 Cindy Hogg Lincoln to Ford of Lansdale
 Adrianna Auckland Ford of Ambler to Ford
 of Lansdale
 Kristin Mark Ford of Ambler to Souderton
 Truck Center



MARRIAGES

6/29/17 Kyle Clark (Pennsauken Tire)
 married Krista.
 8/5/17 Zachery McCarty (New Castle Truck
 Center) married Danielle Lohin.
 8/6/17 Bryon Booth (Doylestown Tire) married
 Jennifer Biondo.
 9/2/17 Jamie Haroz (Pennsauken Truck Center)
 married Tyler O'Shea.
 10/14/17..... Abe Harris (Chevrolet) married
 Kristin Harris.
 10/23/17..... Dale McConnell (Ford of Lansdale)
 married Gina Boccella (Ford of Lansdale).



NEW ARRIVALS

6/12/17 Alex Bialek (New Castle Truck Center)
 and his spouse Briana had a baby girl,
 Lila Joelle. She weighed 7 lbs. 13 oz. and
 was 20" long.
 6/18/17 Eric Frantz (Easton Tire) and his spouse
 Kristina had a baby girl, Elizabeth Jane.
 She weighed 7 lbs. 12 oz. and was
 21" long.
 6/26/17 Jonathan Martin (Bergey's Leasing) and
 his spouse Katelyn had a baby boy, Dylan
 Bruce. He weighed 7 lbs. 3 oz. and was
 19" long.
 9/7/17 Micah Bergey (Bergey's Chrysler Jeep
 Dodge Ram) and his spouse Alycia had
 a baby girl, Jade Elizabeth. She weighed 6
 lbs. 15 oz and was 19" long.
 9/12/17 Lee Dimmick (Easton Tire) and his
 spouse Jeanine had a baby girl, Raina
 Marie. She weighed 7 lbs. 1 oz. and was
 19" long.
 10/8/17 Vincent J. Saracino (Ford of Ambler) and
 his spouse Amanda had a baby girl,
 Emily Grace. She weighed 7 lbs. 12 oz.
 and was 20.5" long.

50 YEARS

Blaine started with Bergey's in 1967 and is currently working in the Leasing Department in Souderton as a full-time driver. Congratulations to Blaine for celebrating 50 years with Bergey's.

L to R: Blaine Souder, Henry Bergey



BERGEY'S ANNOUNCES CEO - MARK BERGEY

To better position Bergey's for future growth and unify their various businesses, Bergey's has appointed Mark Bergey to Chief Executive Officer. All operations will begin reporting to the CEO effective January 1, 2018.

Mark Bergey has served Bergey's for over 25 years, with his most recent roles as President of Bergey's Truck Center, Vice President of Bergey's Leasing and Vice President of Human Resources. Mark will be responsible for overseeing the auto, truck and tire operations, in addition to corporate services.

"We have been strategically working to create a plan to support Bergey's strong foundation as they approach their 100th anniversary." said Phil Clemens, member of Bergey's Board of Directors. "Mark has the vision and leadership to uphold Bergey's heritage, while capitalizing on future opportunities through unified operations. Our board is excited to support Mark in this new role."



ORGANIZATIONAL CHANGES

Joanna Bergey Shisler has been promoted to President of Bergey's Chevrolet. She has served Bergey's for 24 years, starting in finance & insurance before moving full time into car sales where she excelled. Joanna's drive and determination helps her deliver superior customer satisfaction and was recognized as the top Chevrolet sales consultant in the Philadelphia region. Joanna is graduate of the NADA Dealer Academy and will work closely with the experienced management team at Chevrolet to help grow the business.

Renita Bergey Shelly has been promoted to Vice President of Bergey's Buick GMC. She has served Bergey's for 23 years, beginning her career in finance & insurance before moving into car sales. Renita's creative selling strategies and leasing expertise helps her achieve outstanding sales results and was recognized as the top selling Buick GMC sales consultant in the Philadelphia region. Renita has a Business Administration degree from Temple University and is a graduate of the NADA Dealer Academy. She will work closely with the veteran management team at Buick GMC to help it thrive.



ORGANIZATIONAL CHANGES

After 37 years of dedicated service, Bergey's current Chief Financial Officer (CFO) & Sr VP Finance & Admin, P. Scott Heckler will be retiring at the end of 2017. Bergey's would like to thank Scott for his years of loyal service, financial expertise and steadfast leadership throughout his career. We wish Scott well in his future endeavors!

David W. Budnick joined the Bergey's team on October 2, as our new CFO. He joins our team with over 30 years of financial experience in the agribusiness, food processing and real estate industries. David specializes in financial leadership to high performing family companies. David's professional goal is to help multi-generational, family owned businesses capitalize on financial opportunities, while maintaining their core values. His most recent position was with the Clemens Family Corporation where he served as the Chief Financial Officer for 15 years. David and Scott will work together for the remainder of 2017 to ensure a smooth transition. Please welcome David to the Bergey's team.

Barry M. Halteman, who currently serves as VP Corporate Controller, has been promoted to Sr VP of Finance & Admin effective October 2, 2017. Barry has served Bergey's for 37 years, in a variety of roles including truck technician, accountant, assistant controller and board member. In addition to his daily finance responsibilities, Barry has provided leadership and vision while chairing numerous corporate committees and leading key projects. His most recent being the 2016 acquisitions of Ford of Lansdale and Mack/Volvo truck centers in Delaware and Maryland.





2017 BERGEY'S PICNIC

The Bergey's Annual Picnic was held on Saturday, July 8, 2017 at Beulah Land Swim Club in Pottstown. 610 guests attended the picnic. The picnic featured arts and crafts, a rock wall, a giant water slide and a petting zoo. Wegman's again provided outstanding food and service. Henry's traditional golf tournament was held. The winning golf team included Justin Goodwin, Danielle Goodwin, Jim Godshall and Steve Derstine (Colmar Parts Warehouse). Special door prizes were awarded including a GoPro Camera, Coleman Portable Grill, Samsung Cordless Earbuds, Pandora necklace, Amazon Echo, a WORX Grass Trimmer, a \$100 Amazon gift card, and various \$50 gift cards. The grand prize, a Patio Set including 2 Zero Gravity Chairs, was won by Brad Yerck (Corporate). Congratulations to all of the prize winners! Special thanks to the picnic committee, which included Debra Baker, Kim Godshall, Elizabeth Mascellino, Jessica Reyes and Jean Shelly. We would also like to thank Jim Godshall for his significant assistance.





10 DODGE VIPERS SOLD

Bergey's Chrysler Jeep Dodge Ram sold 10 Dodge Vipers during the most recent production run. It's a little sad to see it end but it was a great run and a fast one! Here are a couple Dodge Vipers we delivered to happy customers.



PERDUE FARMS

In May, Bergey's had eight technicians and shop managers from Perdue Farms stop at our Delmar MD location for a training session on Volvo valve and injector adjustments. Brian Delamater, one Bergey's Truck Center technicians, performed the training.



TECHNICIAN DEVELOPMENT

The Technician Development Initiative (TDI) was created to directly impact the number of future technicians being lost to the aftermarket service stores. The purpose of this event is to expose students who just started automotive training within the last couple months to the part-time opportunities available at new car dealers. Bergey's attended this career fair on October 17, 2017 at Universal Technical Institute in Exton, PA. There were well over 200 new students that came to the fair. In attendance was Mark Clemmer, Andy Bednarczyk, Brian Mitros, Joe McGlone, John Thompson, Mike Levering and Jessica Reyes.



GRAND PRIZE WINNER

Bergey's Truck Centers participated in a Meritor promotion and was announced as a grand prize winner. They were awarded a Ford Transit. Bergey's had the largest percentage increase in their respective category and also met the minimum growth requirement. Congratulations!



2017 MACK MASTERS

Congratulations to the Bergey Bulldogs on their 3rd place finish in the 2017 Mack Masters Competition. 457 teams competed, 9 went to the finals and this team came out victorious as one of the best 3 Mack technician teams IN THE WORLD! Thank you for inspiring us with your hard work, dedication and team spirit! Great job representing Bergey's!



L to R: Nathaniel Chyle, Kevin Alderfer, Larry Groff, Dave Schlosser



CUSTOMER LETTERS

To: Bergey's Ford of Ambler

Luke,

I am writing this e-mail to you in reference to my customer experience with my sons purchase of his 2017 Mustang from your Ford location in Ambler. This process for my son and I started six weeks ago as we visited a total of ten different dealerships. Three of which were Bergeys locations. During the process my son learned the value of a knowledgeable sales person. You will be pleased to know that the sales people that we met at all your locations we very knowledgeable about the product. However two really stood out, Dave Spinio and another salesman from another Ford competitor. Which is why my son ultimately decided on the Ford Mustang rather than a Chevrolet Camaro which I would have preferred.

As a GM employee for 31 years, I have had a lot of experience with dealer personnel. Dave is truly exceptional! Your lucky to have him and we were lucky to have Dave guide my son on his first car purchase. My son commented that during delivery Dave took the time to explain every aspect of the car.

In closing, my son has not stopped smiling driving his new Mustang! I am happy that he purchased his car from such an established respected company. I know he is in good hands.

Best Regards,
Bill



To: Bergey's Chevrolet

Dear Mr. Long,

I am writing to tell you that my car buying experience at Bergey's Chevrolet has been a positive one. My first contact was Steven Tyson who promptly returned my call and answered my questions. When I arrived at the dealership, Steve introduced me to Lito who was very helpful. He explained to me my options and answered all of my questions. I told him I wasn't ready to buy a car that day and I appreciated the fact that I didn't

feel any pressure. When I decided to buy the car, you worked with me on the price. When I came to pick up the car, Lito showed me all the features and followed up with me after the purchase.

I will definitely recommend Bergey's Chevrolet to family and friends. Thank you.

Sincerely,
Gloria



To: Bergey's Chevrolet

Mr. Glenn Bergey,

I am writing this letter to you to let you know about my experience at Bergey's Chevrolet. I was in the process of purchasing a new 2017 Chevy Cruze at Scott Chevrolet in Allentown, PA. On the way back from Allentown I was traveling on Route 309 and I decided to pull into your Colmar location to compare the size of my 2015 Cruze to the new 2017 Cruze. I saw a 2017 Cruze on the line similar to the car that I wanted to buy at the other dealership. I got out and looked at the window sticker and decided to go into the showroom and speak to a salesman. I walked up to Tristan Alderfer and asked him about the price on the vehicle. I told him I was interested in the car and also told him I was in the process of purchasing a similar 2017 Cruze at Scott Chevrolet.

I told him what I could afford for a monthly payment. He came up with a reasonable figure for the car on your lot. He brought out Brian Derstine to discuss the deal. I told Brian that I had intentions of purchasing the 2017 Chevy Cruze at Scott and he said to me "Why do you want to do that?" He said that he could give me a good deal and that he would have Kenneth Long appraise my 2015 Cruze. Kenneth Long gave me a very favorable trade-in allowance and I was satisfied with it. Brian and Tristan worked up the figures and we made a deal that afternoon.

I was very pleased with the way things went, as buying a car can be a real ordeal. I must tell you that Tristian, Brian, and Ken did an excellent job in helping me purchase the 2017 Cruze from Bergey's Chevrolet. It was a much better deal than what I was offered at the other dealership. Your price was less than theirs and this car also has the Convenience Package that the other car did not have. It was a big plus for me.

What I liked the most about my purchase is the way in which the process played out. There was no game playing or going back and forth from one office to another office. The transaction happened so quickly that I thought that I was in Jiffy Lube.

We agreed upon the deal. I went home with my old car and removed my personal belongings and came back an hour or so later, signed the papers and drove off with my new car. It was a very good experience. I am completely satisfied.

Thank you,
Joseph



INDIAN VALLEY EXPO

Bergey's had a booth set up at the Indian Valley Chamber of Commerce Business Expo on Tuesday, October 3, 2017. Local businesses filled the main room of the Country Club in Telford. The booth was filled with tote bags, flashlights and pens to distribute. Several new vehicles were on display outside the building. A special thanks to Bob Yothers Jr., Kelsy Weaver, Lyndsay Burkart, Colleen Davis and James Morrone who helped at the event.



2017 4UDREW CAR SHOW & FESTIVAL

On August 6, 2017 Ernie Stott of Doylestown Tire, represented Bergey's at the 2017 4UDrew Car Show & Festival. The 4UDrew Foundation is dedicated to raising funds to support area organizations that meet the basic human need of hunger. In addition, this foundation supports individuals who wish to further their education. Family and friends felt inspired to form this foundation in memory of Drew Panettieri who tragically passed away in a motocross accident on March 11, 2006. "It is our hope that Drew's memory will live on through the awareness of and participation in the charities that he was involved in as a young man. The proceeds from your contributions will directly have an impact on less fortunate individuals. In addition, this memorial car has enabled his friends and family to share in a labor of love." Thank you, Ernie, for staffing the Bergey's booth at this event.



MILLER-KEYSTONE BLOOD DRIVE

Miller-Keystone Blood Center conducted a blood drive at Bergey's in Souderton on Thursday, September 14th. All participants received a \$15 WAWA gift card and were entered in a drawing to win a \$100 Amazon gift card. Dave Alderfer (Buick/GMC) was the winner of the drawing. Thank you to all who came out and donated!

Important reasons to donate:

- A car accident can pull 100-200 units of blood from inventory in a very short amount of time.
- Cancer patients use more blood than any other disease group (40% of Miller-Keystone's inventory is used by cancer patients...that's about 200 units daily).
- Premature babies (which fit in the palm of your hand) is the age group that uses the most blood, 50 premature babies are born every day in PA.
- Blood on the shelves saves lives (it takes 2 days to test every unit, so we can't wait for disasters to collect blood).
- Grand View and Walter Reed Military Hospital are some of the locations receiving local blood donations.

You can contact Miller-Keystone Blood Center at GIVEaPINT.org or by calling 1-800-B-A-DONOR at any time to set up an appointment.

