



Ken Field

Owner of Slate Belt Energy Services

Exclusively in the Blue Valley Times

Yup, You Need a New One

Maybe I take my job too seriously but I can't help putting myself in my customers' shoes when I'm asked to diagnose a problem or assess a system for repair or replacement. If any equipment is installed properly and adjusted to the manufacturers' exact specifications, it will run for a very long time. A few minor breakdowns can be expected over the 20 year lifespan of any good brand without meaning the system needs replacement.

What really upsets me is when someone tries to condemn a system because they would rather install a new one than fix the old one. It is definitely a profit motive that is driving them but they certainly aren't looking out for their customer by doing that. I was at a house last week where the homeowner was warned on the phone by another contractor before they arrived that if it was a problem with soot, they probably needed a new furnace. Then when the technician got there, he didn't even run the system. He looked at the furnace and said, "You need a new furnace". Luckily the customer wasn't convinced by X-ray vision and a telepathic diagnosis so he called me for a second opinion. My way of diagnosing any system I have never seen before is a fine tooth comb approach. I don't assume anything. I spent about 20 minutes looking at all the settings and condition of the equipment and did some testing. Before I ever ran the system I found 4 setup problems that would cause any oil furnace to make soot and run inefficiently. I ran the system for about 30 seconds after making those small changes and immediately knew what the bigger problem was. The chimney was blocked. I filled a 5 gallon bucket with the dirt I took out and ran the furnace with the rest of the setup problems fixed and it was just like the day it left the factory. Smooth, efficient operation and burning 'white glove' clean. Yes I blew a sale and got my hands dirty but I also gained the confidence of a new customer. I'm never insulted when a customer asks a million questions because they may have been fooled once before in their life and vowed never to let it happen again. If my answers don't add up, kick me out. But be sure to apply the same rules to everyone. Slick talking technicians will see dollar signs if you don't ask questions. Too many companies focus on sales training for their employees and not troubleshooting techniques.

Ken Field is the owner of Slate Belt Energy and Field's Service, Inc. As a certified energy rater and contractor, he is qualified to assess every aspect of energy usage and prescribe solutions to save energy. He can be reached at 610-759-6306 or email Ken@FieldsService.com

Pen Argyl Signing Day

Continued from page 1

In high school Track he was coached by Chelsea Rivenbark and Ryan Hinton. Alan Weiner, the Coach at Desales University, said, "We are very excited to have Josh join our team next year. We have had a tradition of winning the Distance medley and 4 x 800 relays at our conference championships and will be looking toward him to take over for our graduating senior. He seems to have a very good work ethic and will be a major contribution to us."

Dana Fisher is the daughter of Margy and Sam Fisher. She will be playing softball at Northampton Community College. The Head Coach for NCC is Rick Wilmott. She plans to major in Sports Medicine and Rehabilitation. Dana has played Basketball, Soccer, and Softball in high school. She holds two varsity letters. She was coached by Bill Schankel. Bill Schankel, her high school coach, said,

Olivia Geary is the daughter Brian and Nicky Geary. She will be playing field hockey at Elms college, she will be coached by Rachel Lapar. She plans to major in nursing. Olivia has played field hockey in high school. Her high school sports accomplishments include being a captain her junior and senior year. In high school she was coached by Fran Rowley. Rachel Lapar, the coach at Elms University, said, "Olivia has been recruited for our midfield position and will be a contributor as she begins. Her hard work, consistent skill and effort in the midfield will play a big role in our success as we enter a new conference in the fall. I am confident her patient defense, combined with her ability to eliminate and distribute the ball, will result in a successful first year for her. After that, I am excited to see how else she will develop, improve and impact our program."

Emma Greggo is the daughter of Joe and Karen Greggo. She will be playing women's Soccer at Juniata College, she will be coached by Joe Alianiello. She plans to major in Criminal Justice. Emma has played Soccer and Track and Field in high school. Her high school accomplishments include being a four year varsity letter winner, senior team captain, maxpreps player of the game, 2020 morning call all area honorable mention, and 2020 lehigh valley live all area team honorable mention. Her high school statistics for soccer are 2 assists in 2017, 1 goal in 2018, 3 goals and 1 assist in 2019, and 2 assists in 2020. In high school she was coached by Nadeem Khouri and Abigail Hoover. Joe Alianiello, the coach at Juniata college, said, "Emma's attitude and effort really stood out to us when watching her play. She has a great work rate and a really positive attitude. She has a great burst when on the ball, can take people on 1v1 and we are looking forward to her helping us score goals."

Katya Hoover is the daughter of Abigail Tomsho and Gregg Hoover. She will be joining the Track and Field team at Shenandoah University, she will be coached by Andrew Marrocco. She plans to major in Physical therapy. Katya has played Soccer and Track and Field in high school. She has qualified for district and league competitions her Freshman and Sophomore years. As a Freshman she went to East Stroudsburg University invitational and got 6th place overall. Her high school statistics for Track and Field is Javelin top throw (2019): 99'4" and High jump top jump (2019): 4'10". In High School she was coached by Christina Straub.

Reese Karp is the son of Rodney and Denise Karp. He will be playing Football at Keystone College as a Keystone Giant, under the direction of Coach Justin Higgins. He plans to major in Pre-Physical Therapy. Reese has played Football and Track and Field in High school. His high school accomplishments include the Charles R. Sampson Outstanding Lineman Award, Colonial League Offensive Star of the Week Honorable Mention, and Morning Call District 11 All Star Team Honorable Mention. His high school statistics for football are 9 catches for 120 yds, 66 total tackles, 5 tackles for loss, 3 sacks, 1 forced fumble, and 1 fumble recovery. He was coached by Brady Mutton. Justin Higgins, coach at Keystone College, said, "We are excited that Reese has decided to join the Keystone Football Family. He fits what we want in our recruits both on and off the field. We look forward to having him help us build our tradition here at Keystone."

Jace Keenhold is the son of Megan and Jason Keenhold. He will be playing Football at King's College, he will be coached by Jeff Knarr. He plans to major in Criminal Justice. Jace has played Football and Track and Field in high school. His high school accomplishments include the Morning Call All Area Honorable Mention and Pafotballnews.com's All Academic Silver Team. His high school statistics for football are 16 Games Played, 31 tackles, 3 sacks, and 3 Fumble recoveries over his two Varsity Letter winning years. He was coached by Brady Mutton. Jeffery Knarr, the coach for King's College, said, "We really like Jace's aggressiveness and physicality at the point of attack, and he's athletic to make an impact in our passing game."

Logan Magdits is the son of Lauren Turkel and Marc Magdits. He will be playing Baseball at Mansfield University, he will be coached by Andrew Chalot. He plans to major in Forensic Psychology. Logan has played Baseball all throughout high school. His high school accomplishments include being the 2021 player spotlight. He was coached by Matthew Suarez. Andrew Chalot, the coach at Mansfield University, said, "We are excited about Logan joining our program. He will be joining a relatively young pitching staff and should get the opportunity to contribute to our program early. He comes very highly recommended from people I respect."

Collin McKeague is the son of Dailynn and Scott McKeague. He will be playing Football at King's College, he will be coached by

Continued on page 7