

## What's New at Troy Valve?

There's always something new at Troy Valve. Here's the latest scoop!

Every few months I force myself to think back over the previous months when I write this section of the newsletter. It's a bit overwhelming at first, then after I have given myself a few moments to think about it, there is always so much going on here that the difficult part becomes deciding what to mention and what to omit.

In the last issue, I mentioned that we wrapped up filming of some promotional videos. Now the editing has been completed and we are preparing to add them to our website. I am excited to get these videos out to the public, because they really show so much more about this company that we just cannot convey in a newsletter. There are interviews with employees and customers that I think will be of interest to our customers, current and future.

WEFTEC 2018 was a success. We had a great location which resulted in some constant foot traffic. This allowed us to meet up with new and current customers. As always, we did miss a few of you. Dolly was sorry she missed everyone, as she was away on vacation in Europe. She is the subject of our employee spotlight in this issue, so be sure to check that out.

Next year we will be celebrating our 60th anniversary, so please mark it on your calendars and, we invite you to stop in to see us in Chicago!

### Building Improvements

We are continuing our ongoing efforts to update and preserve our historic building. Last week we began the process of putting new stucco on the exterior. This should be completed in a few weeks.



# ▶ Employee Recognition Corner



## Dolly Powers Owner/Inside Sales

### How long have you worked at Penn-Troy?

After I worked for 10 years at the local nursery school, my husband, Greg Powers, asked me to help in the marketing and sales end of the business. I had experience in customer service and really enjoyed working with customers. One thing led to another, and I was placed on the inside sales desk or the “hot seat” as we referred to it. I had the pleasure of working for over 20 years with Hank Splann, the first inside sales rep at Troy Valve. Between the two of us, there was never a dull moment.

### What is your position and common daily duties?

Owner/Inside Sales.

### What do you like most about your job?

A good inside sales rep’s true passion is to help customers. Even if Troy Valve didn’t offer what the customers needed, I made sure to have a list of products and who sold them, so I could give out contacts and steer them in the right direction.

I am happy to say that, even though I am no longer quite as involved in the day-to-day sales operation as I originally was, the legacy started by Hank continues, and Troy Valve still has an outstanding inside and outside sales team.

### What are your hobbies?

When not at work, I enjoy a bit of gardening, hiking, traveling, taking care of my house and spending time with my – now nine – grandchildren. I always had the long-term goal of one day skiing with them. Maybe this year!

### Do you have a vacation ritual or location?

For vacation, every year, I find myself needing to spend a day or two at the beach. A long-term goal is to see as many national parks as I can. I am always amazed at the uniqueness and beauty of each of them. I was able to travel to Germany and Austria. I enjoyed seeing some of my ancestors’ home lands. I would love to take a trip to the Holy Land.

# ▶ Employee Recognition Corner Continued

## What is your favorite movie?

I enjoy going to the movie theater more than watching in my living room. Having raised three sons, I can't stop watching all the Marvel movies. I feel like I will miss something important if I don't. The most touching movie I ever watched was "The Notebook." It's such an example of true love.

## Any bucket list item(s) you care to share?

I have never been one to have a bucket list. Maybe I should.

## Do you have any hidden talents?

Nobody has ever accused me of having hidden anything and certainly not talents. I loved working with preschoolers and can say they still bring me great joy. I think in each stage of life, we find talents or strengths that we didn't know we had. I am still working on singing. I am sure the talent is there but still hidden.

## Family?

My husband, Greg, and I were married for 33 years before he passed from cancer. This was a time when my son Mark and I discovered some of those hidden talents when having to figure out how to run a business. We had continued encouragements from my other three children and Greg's father, Ed Powers. Without family support, it would have been much harder.

## How do you unwind outside of work?

After work, I try to hike or at least go for a walk. It's a good time to talk or reflect if I am alone.

## ▶ Volume 11 Contest

Yet again, anyone wishing to participate in our contest should email a picture of any of our products in the field or on a job site.

All pictures should be emailed to [sales@penntroy.com](mailto:sales@penntroy.com). Please use the word "CONTEST" in the subject line.

All entries will be contacted and given a Troy Valve hat and t-shirt.

\*No names and/or locations will be published. No entries will be used in future issues without consent.

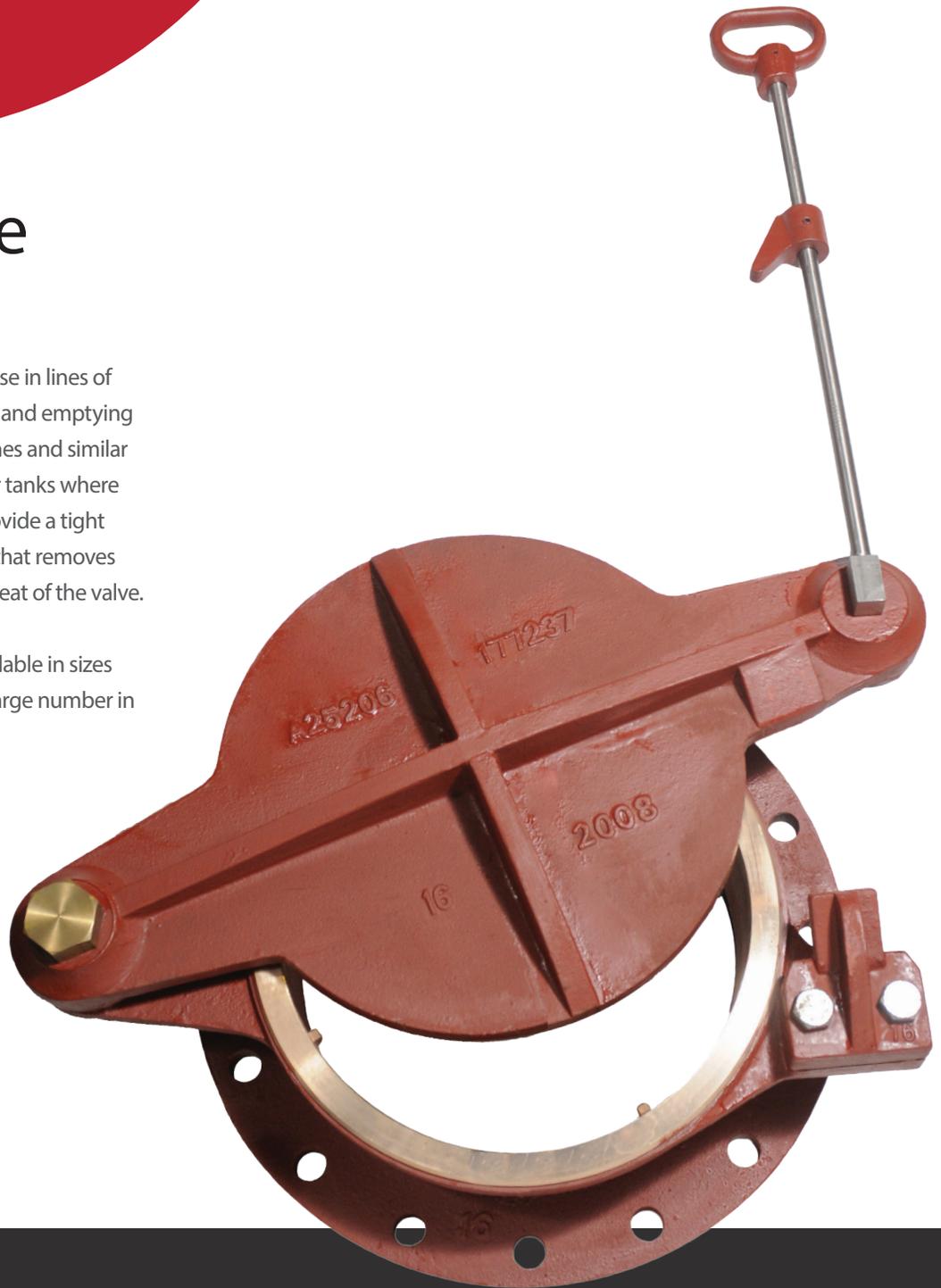


# ▶ Product Spotlight

## Shear Gate Valves

Shear gates are designed for use in lines of low seating pressure for filling and emptying tanks, low sludge discharge lines and similar applications. They are ideal for tanks where sludge tends to stick. They provide a tight shearing action upon closing that removes any sludge remaining on the seat of the valve.

Troy Valve shear gates are available in sizes from 3 inch to 30 inch with a large number in stock and ready to ship.



▶ For more information

[www.troyvalve.com](http://www.troyvalve.com)  
1-800-232-4442  
[sales@pennstroy.com](mailto:sales@pennstroy.com)



**MADE IN THE USA**

# ▶ A Message From the President

Welcome back to the Troy Valve Times.

We recently had the pleasure of seeing many of you at the WEFTEC show about a month ago in New Orleans. I'm always re-energized when I see our customers, hear about what's happening in their neck of the woods, and of course, realize that we all have the same problems. This year, the buzz seemed to be about the instability in pricing due to trade negotiations that are occurring with our government. Like you, I don't have a crystal ball, and I don't know what the end result will be.

The good news is that this isn't the first challenge our industry has had to overcome, and I'm am confident this one is no different than any other. My father was an avid sailor, and I still carry the metaphor in my mind of navigating a ship through harsh seas. The seas always eventually calm, and you are left with the things that carried you through the storm: the sturdy boat, your dedicated crew and, of course, a bottle of rum.

Sincerely,

*Mark Powers*

Mark Powers

President and Chief Executive Officer

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Doug machines a stainless steel mud valve frame



Visitors Welcome



Custom Telescoping Valves



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Quality Starts Here



Stainless steel mud installation