

## What's New at Troy Valve?

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

So much has happened since our last issue. We are in the dead of your typical north east Pennsylvania winter. The groundhog told us that we can expect another six weeks of this weather. But even with the cold and snow, we find ourselves busy nonetheless. Here are some items of interest we would like our readers to know about.

### Troy Valve reaps the benefits of new ERP software

Recently, Troy Valve Controller Judy Benjamin was featured in the newsletter of our new ERP software company (Synergy). The article was focusing on customers sharing their implementation stories and how the software has helped them. Judy had this to say about the benefits of our new ERP software "Infor Visual". "We went live with Visual 7.1.2 in June 2015 and upgraded to Visual 8.0 in June 2016. We started using the scheduling and MRP in March 2016. From March of 2016 to September 2016 we have been able to decrease our inventory by \$200,000. Our scheduling and planning are within 2 days of actual. We now have a fully integrated manufacturing and financial package that has given us insight into the business in much more detail than we have ever had."

We are looking forward to turning these new benefits into added value for our customers around the globe in the form of better lead times and more competitive pricing.

### Penn-Troy Receives \$25K Investment from Ben Franklin Technology Partners

Penn-Troy Manufacturing Inc. will receive a \$25,000 investment from Ben Franklin Technology Partners of Northeastern Pennsylvania. The award includes partnering the company with the Pennsylvania College of Technology to complete final design of a special relief valve and for the subsequent testing and certification of the valve.

"We are very pleased to have been selected to receive this generous investment from Ben Franklin Technology Partners as well as to have the opportunity to partner with Penn College," said Mark Powers, President and Chief Executive Officer of Penn-Troy. "These resources will enhance our ability to bring new technologies to market that will not only benefit our customers and employees but also will help advance economic development in our region."

Ben Franklin Technology Partners makes seed investments in early-stage technology companies, funds innovation in established manufacturers, and supports clients with in-house experts and a network of proven technical and business resources. Since 1983, the venture has created nearly 17,000 new jobs and retained nearly 24,000 existing jobs, helped start 482 new companies and developed 1,433 new products and processes.

## Troy Valve helps local elementary school

Last fall, the local elementary school reached out to Troy Valve for help in supporting a new educational program. This new 4 – week long session for first and second grade children uses local businesses to help teach about a variety of topics such as; local foods, production, buildings as well as local careers. Troy Valve provided a couple different products to help in the production and career categories. The children will be tearing apart and putting back together these products at different stations. We are honored and excited about this opportunity to help educate our local youth in the values of American manufacturing.



# ▶ Employee Recognition Corner



## Allyson Colton Inside Sales

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

Two years this April.

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

Inside Sales. I answer customer calls and emails. Enter orders and prepare quotes.

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

Meeting new people and forming business relationships with our customers.

### What are your hobbies?

Gardening, cooking and crafting.

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

Keystone National Tractor & Truck Pulls in Harrisburg, PA

### What is your favorite movie?

The Blind Side

### What is your #1 bucket list item?

Travel and visit historical sites within the United States.

### Do you have any hidden talents?

I can weld (formerly certified)

### Family?

Married for a year and a half. One child, son, Walker.

### How do you unwind outside of work?

I love to read and spend time outside.

## ▶ Product Spotlight



MADE IN THE USA

## Telescoping Valves

One of our products that has been growing in popularity is the Telescoping Valve. Available in multiple configurations like Rack & Pinion rising stem, Non-Rising stem, Screw Type, and actuated, Troy Valve has the options you need. Through floor or bracket mounted, with a scum baffle or a cone weir this is a truly customizable product that you the customer designs.

Call us today to learn more.



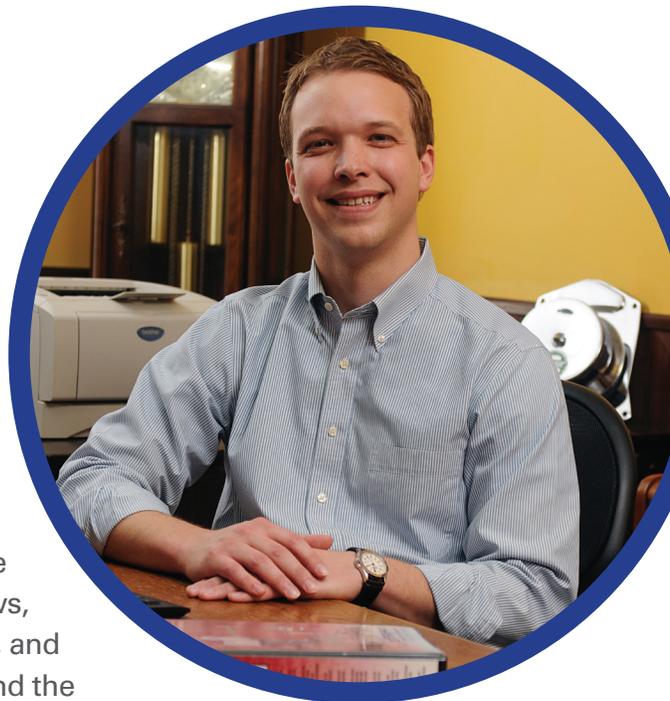
# ▶ A Message From the President

Thank you once again for taking the time to read the Troy Valve Times. As I am typing this, we are installing new LED lights in our shop. They tell me our electric bill will go down and we will have less of a carbon footprint. While I'm sure the business will find a way to spend the money we save on our electric bill, I find myself reminded of the expression "seeing things in new light." If you've ever been to Troy Valve, you know that our building is large... and old. For many years people thought the building was abandoned. However, over the past few years, we've painted the building, replaced the windows, organized the shop, installed new wiring for internet, telephone, and barcode scanners...etc. And now as I walk through the shop, and the sunshine bulbs make me feel like I am walking in a park on a warm day, I look around and I see mud valve plugs being machined on a vertical lathe, I see stainless steel pressure relief valves being assembled, I see telescoping valves being welded, and I see the results of a lot of hard work from a lot of people. And then I feel the appreciation for the people who place the orders and make this all possible. Thank you to our customers, and let me add that if you suffer from seasonal depression, you are always welcome in our shop.

Sincerely,

*Mark Powers*

Mark Powers  
President and Chief Executive Officer



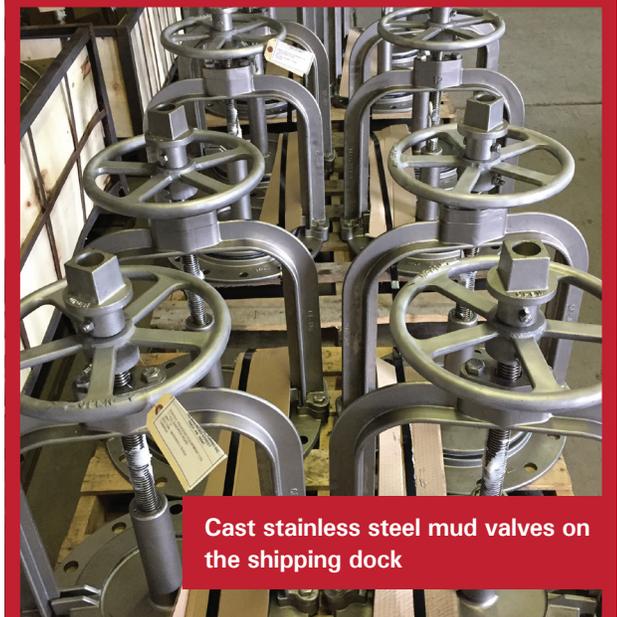
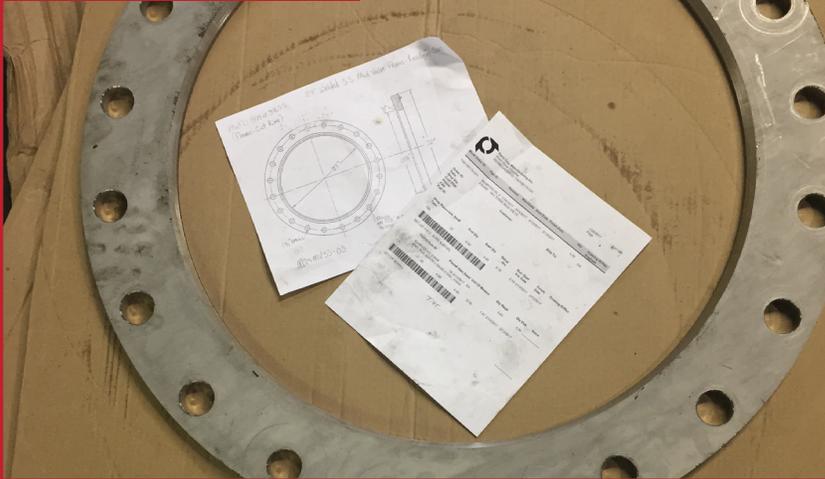
## ▶ Volume 5 Contest

### How does that even happen?

In this issue our challenge to our readers is to email in your best "How did that happen?" picture. Entries can be from past or present. The only rule is that the picture must be yours. We have all seen them at some point, stems cobbled together, brackets mounted in odd places, tools left in places they shouldn't have been left... well now is the time to turn these annoyances into gourmet popcorn or coffee from our favorite local shop, Mill Street. Each entrant will receive a free bag of popcorn or coffee of their choosing. Just email your picture to [todd@troyvalve.com](mailto:todd@troyvalve.com) with which you would prefer (popcorn or coffee) and we will send you a confirmation with all the flavors you can choose from.

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

24" fabricated SS mud valve frame in progress



Cast stainless steel mud valves on the shipping dock

Floor boxes and extension stem operators



T-Valve installation with a view



Preparing for explosion testing BICERA Valves

