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Skone Irrigation's 1st Annual Pivot School!

February 8 – Pasco
BASIC ELECTRICAL

February 9 – Pasco
SWING ARM CORNERS

February 10 – Pasco
PANEL PROGRAMMING

February 16 – Warden
BASIC ELECTRICAL

February 17 – Warden
SWING ARM CORNERS

February 18 – Warden
PANEL PROGRAMMING

Nelson Irrigation Factory Tour!

- Location: Walla Walla
- When: February 19
- RSVP to 509-349-7364 by February 12

Hope to see you there!

February

sun	mon	tue	wed	thu	fri	sat
1	2	3	4	5	6	
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29					

All classes run from 8:30 a.m. to 2:00 p.m. Cost is \$60.00 and includes service manual and lunch.
To RSVP call Chad Darcy or Cassie Skone at 509-349-7364.



February 2016

www.skoneirrigation.com

Pasco: 509-545-8420 • Warden: 509-349-7364

WHAT'S IMPORTANT TO THE CUSTOMER IN AN Irrigation Center Pivot Dealer?

Reinke Manufacturing performed a study in 2003 and again in 2010 in order to compare what customers found most important. In each study, they found many of the same qualities listed, and at Skone, we couldn't agree more. We think the same things are important, and we've picked out a few of those qualities we are most proud of to share with you.

1. Dealer support: We continue to hire the best people. I believe that is the difference — people who listen and find out what is important to you, our customers. We hire people who are our willing to work to get the job done. We are constantly evolving as we train our employees, and we love being able to offer this service

to our customers as well, through our service school put on by our service guys. They've trained so many great workers. If you'd like to know more, just ask!

2. Parts availability: It's how we got started! We weren't always a pivot dealer. We started finding all kinds of irrigation, miscellaneous hardware, and so many other unique things over the years, and over time, we built ourselves up to become a partner with Reinke, allowing us to buy better and get access to the Early Order Parts Program. That means we're able to get parts here before irrigation season begins, ensuring we are prepared for that rush.

3. Quality of the dealer: We continue to streamline our processes to better serve you and be the best dealership ever! We want to be the best, and that means delivering great products and services.

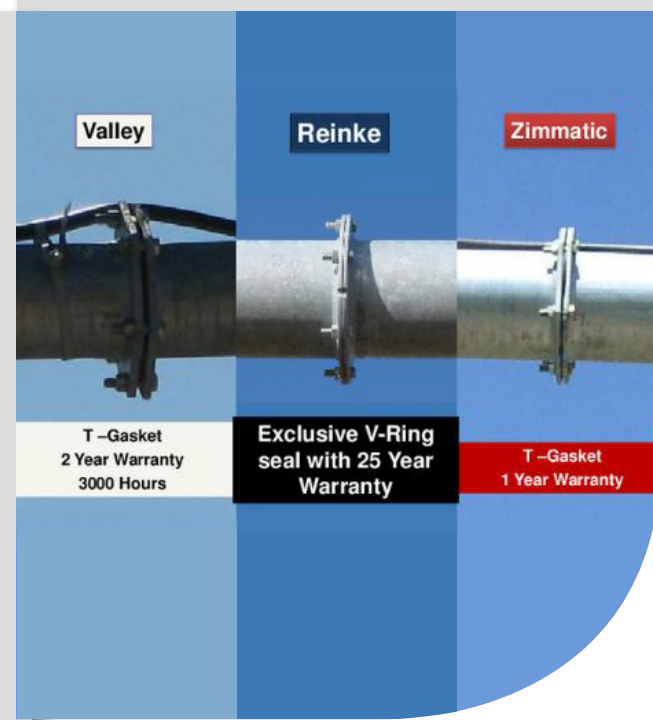
4. Availability of dealership: We have after-hours services for all our customers. Yes, there is a small charge for these services, including an extra fee for weekend work, but crops usually cannot wait until Monday morning. Being in the business, we understand that when you have an emergency, you are relying on our dealership to fix the problem. Sometimes that means opening the store up after hours. As for why we have to charge a \$40 fee for opening the store, that goes back to compensating our employees, since they're the ones who have to come in from home on the weekend.

5. Durability: We have the best warranties in the business, including a five-year structure warranty and an eight-year/8,000-hour warranty on gearboxes. If we add sprinkler lube to those gearboxes, it takes the gearbox to a 10-year/10,000-hour warranty.

6. Quality of workmanship: It's why we use ¼-inch or thicker wall steel in all of our steel tie-ins; it's why we use Cutler Hammer pump panels and disconnects. We can find cheaper ones, but we don't want to be cheap — we want to be great, and we want to offer value at an affordable price. We get an electrical permit for all our jobs because we want to stay safe. We use damp-proof primer on our buried steel so it last longer. We do our job right, and there's more!

7. Value/performance versus price: Reinke makes the best machine on the market today. They build great machines for a fair price, just as we do here at Skone Irrigation. Our overhead is low, so we don't have to mark our equipment up as much as some of the other guys. It's a win-win for all of us.

2003	Comparison	2010
1. Parts Availability		1. Dealer Support
2. Durability		2. Parts Availability
3. Dealer Support		3. Quality of Dealer
4. Quality of Workmanship		4. Availability of Dealership
5. Quality of Dealer		5. Durability
6. Availability of Dealership		6. Quality of Workmanship
7. Value/Performance Versus Price		7. Value/Performance Versus Price
8. Maintenance Requirements		8. Accuracy of Water Application
9. Accuracy of Water Application		9. Maintenance Requirements
10. Operating Efficiency		10. Operating Efficiency
11. Manufacturer Support		11. Manufacturer Support
12. Warranty		12. Simplicity of Operation
13. Price of system		13. Price of system
		14. Warranty



- Erik Skone

Talking Shop With Mike

Mike knows parts. You name it — from piping to fittings, and everything in between — Mike's well-versed in all things irrigation. That's probably why you'll find him at the parts counter at Skone Irrigation's Warden location. To make a long story short, if you need to find the right part or want to know more about pivots, you can ask Mike, and he'll find what you're looking for.

At the parts counter, Mike's ready for virtually any question that comes his way. Every day presents a new challenge in need of a solution. He loves the opportunity to meet with every customer who walks through our door, and he's happy to find them the part they need.

Having lived in the area pretty much all his life, Mike knows many of the challenges farmers face. In fact, before he came to work

with Skone back in 2005, he was a farmer. Why the switch from farmer to irrigation parts pro? Call it a change of pace.

It's a change of pace that he embraces. As an empty-nester, Mike and his wife love that the kids are out of the house with families of their own. He cherishes the extra time he gets to spend with his wife, and of course, all the time he gets to spend with the grandkids.

Every now and again, Mike will head up to Seattle to see his son and his family, grandkids and all. And while he's there, he may even take in a Seahawks game if they're playing. Or maybe he'll head out to Westport to do a little fishing.



Skone Irrigation,

Now a Ranch Systems Dealer

Ranch systems is an integrated telemetry technology company that has been providing tremendous value to growers around the world for the past 10 years. President Jakob Christfort founded the company after discovering a need for remote monitoring on his own ranch in Northern California while working as chief technology officer for Oracle. His experience at Oracle along with his upbringing on a farm in Denmark allowed him to bring mobile technology into agriculture at a level unheard of before Ranch Systems.

Ten years later with a growing business and a customer base around the world, Ranch Systems is at the forefront of cloud-based farm and ranch monitoring solutions. Ranch systems solutions include remote weather stations, soil moisture monitoring, remote cameras, valve control, tank and pond monitoring, and countless other applications. What really sets Ranch Systems apart, however, is the ability to monitor and manage all of those sensors and fully customize the system from a Web-based platform.

"Ten years later with a growing business and a customer base around the world, Ranch Systems is at the forefront of cloud-based farm and ranch monitoring solutions."

Based in Northern California, the company has primarily focused on wine grapes in Napa Valley and Sonoma as well as fruit and nut crops throughout California's Central Valley. A recent partnership with Reinke Manufacturing made becoming a Ranch Systems dealer an easy decision for Skone Irrigation.

Irrigation salesman Rusty Pixton represented Skone Irrigation at the First Annual Ranch Systems Reseller Conference in Novato, California. The week included extensive training at Ranch Systems HQ and a three-day conference at the Marconi Conference Center. Resellers came from as far away as Australia, Mexico, and Spain to continue learning about the Ranch Systems hardware and software.

The entire team at Skone Irrigation is excited to be able to offer Ranch Systems telemetry solutions to our customers in row crop, vineyard, and orchard applications. If you would like to know more about how Ranch Systems can help you in your operation, call Rusty Pixton at 509-760-1099.



Rusty's Chile Verde

With winter in full swing, a little spice is nice. Try out irrigation salesman Rusty Pixton's favorite recipe with some warm corn tortillas and cotija cheese.

PREP TIME: 45 MIN. COOK TIME: 2 HOURS

INGREDIENTS

- 2 lbs. pork loin, cut into 1-inch cubes
- 3 tablespoons olive oil, divided
- 15 tomatillos
- 2 jalapenos (can be more or less depending on spice preference)
- 1 white onion, diced
- 3 garlic cloves, minced
- 1 quart water
- 1 bay leaf
- 1 bunch cilantro
- Salt and pepper to taste
- 12 corn tortillas
- Cotija cheese



INSTRUCTIONS

1. Set oven to broil. Peel and wash tomatillos. Place tomatillos and jalapenos in a glass baking pan, then put pan under broiler.
2. Heat 2 tablespoons olive oil in a Dutch oven or large, heavy-bottomed pan. Brown cubed pork in small batches. Remove from pan and set aside.
3. Check tomatillos and jalapenos. They should be slightly browned, or even blackened. Turn tomatillos and jalapenos over in baking dish and place back under the broiler.
4. Heat 1 tablespoon olive oil in the same pan used to cook pork. Be sure to scrape up all the crispy bits of pork goodness, leaving them in the pan. Sauté onions and garlic in pan for 3-4 minutes, or until onions are softened. Add pork back into pan.
5. By this time the tomatillos and jalapenos should be roasted on both sides. Remove stems from jalapenos and add all the contents of the pan, including any juice that may be in the roasting pan, to a blender. Blend very coarsely.
6. Add blended mixture to the pan with pork, onions and garlic. Add enough water to cover the meat, and bring to a boil.
7. Once mixture comes to a boil, bring pot down to a slow simmer. Add bay leaf. Cover pot and check occasionally while cooking for another 2 hours.
8. Add a small bunch of chopped cilantro and salt and pepper once cooking is complete.
9. Enjoy with warm corn tortillas and cotija cheese.

SERVICE TECHS TRAVEL BACK to the Motherland

The service team at Skone Irrigation made the trek to Deshler, Nebraska, to visit Reinke headquarters last month. Skone Irrigation and Reinke Manufacturing require service technicians to complete a continuing education curriculum to ensure top-notch service for our customers. The Warden store sent Roy Martinez, Junior Guterrez, JD Gomez, and Joe Elizalde to participate in the training opportunity.

Over the course of a week the service team learned about new products and features, as well as reinforced the troubleshooting fundamentals of mechanized irrigation. Learning about new products such as the Reinke-branded RS 300 field monitoring system, as well as its accompanying Web-based software, Reincloud, was mentioned as a highlight among attendees. Another favorite was touring the manufacturing facility — most notably the galvanizing facility — and watching the robotic welding arms during production.

The service training provided an excellent opportunity for Skone Irrigation's service technicians to further their education and expertise in Reinke Pivot applications.