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5 Fun Facts About Construction

1) Green Construction on the Rise: This year, between 40 and 48 percent of new nonresidential construction is green, translating into roughly \$120 to \$145 billion worth of green construction.

2) Longest Tallest World Record Holder: After the skyscraper was invented, New York City was home to the tallest buildings in the world for 87 years in a row, including the Empire State Building and Sears Tower. Prior to skyscrapers, Christian churches and cathedrals in England and Germanic territories were the tallest, such as Strasbourg Cathedral, which held the title of tallest building for an astonishing 227 years!

3) Major Construction in Metro Areas: Houston tops the 2014 list of U.S. cities with the most new construction, helped in large part by its high-profile Exxon Mobil campus. The \$1 billion campus will employ more than 10,000 workers.

4) The Many World Records of Burj Khalifa: This innovative skyscraper is 160 stories tall, the highest number in the world. It also has the highest occupied floor, the highest outdoor observation deck, and the tallest measurements in the world, at just over half a mile tall.

5) Visibility from Space: It's a myth that the Great Wall of China is the only manmade structure visible from space. It is, in fact, not visible from space, but the Greenhouses of Almeria, the Palace of the Parliament in Romania, and the Kennecott Copper Mine are.



MARSHMALLOWS AND TIME MANAGEMENT

Years ago, Walter Mischel conducted a study on delayed gratification involving 4-year-olds and marshmallows. Philip Zimbardo, a Stanford professor, psychologist, and former APA president, describes its results in his Ted Talk: The Psychology of Time. Given the option of having one marshmallow now or two later, two-thirds of the kids went with option one. Only one-third of the hungry preschoolers chose to wait for double the mallows.

Every time we put something off, we, the United Procrastinators of America, find ourselves in the instant gratification boat, along with two-thirds of Mischel's 4-year-olds. Instead of marshmallows, though, the commodity we're playing with is time itself. As procrastinators, we refuse to give up our hours now for the two marshmallows worth of what we truly want later.

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In the same Ted Talk, Zimbardo defines Time Perspective as: "The study of how individuals divide the flow of human experience into different time frames or time zones — automatically and nonconsciously." Apparently this is something we all do! He then goes on to identify some biased time perspectives, perspectives that determine our outlook on the time we spend. He describes six different lenses through which people can look.



Some individuals focus on the past positive, emphasizing when things went right in the past and living their lives accordingly. Others view life with a past-negative perspective, focusing on everything that's gone wrong before. People with a hedonistic viewpoint, or, a present-positive bias, are particularly concerned with enjoying the here and now. Still others have present-negative bias, a fatalistic view, and believe they are unable to change anything in the present. Those wearing future-positive lenses are life goal-oriented, meaning they're concerned with achieving future goals. And those who see life with a future-negative, or transcendental perspective, tend to emphasize the next life and what happens after we die when they look at their time.

Okay, you say, but what does any of that have to do with my procrastination problem? Well, according to Zimbardo, our mystical time managing counterparts, the ones who always seem to get stuff done, have this ideal time-perspective profile: a significant focus on past-positive and both kinds of future perspectives, with a moderately hedonistic focus on the present. They also pay very little attention to past-negative and present-fatalistic perspectives. What does this mean? In a nutshell, they embrace all aspects of the future and enjoy the now — but don't live for it — and understand what they've done right in the past, while sparing little time for regret.

From this optimal portrait, we can create an "anti-ideal" procrastination profile. It's not too difficult. The "anti-ideal" would be the exact opposite of the profile Zimbardo describes. This person, then, would ignore past good and neglect to look at the future, remembering past negatives instead, and approaching the present with a fatalistic attitude. It doesn't sound very positive, but this anti-profile can actually help us identify four major reasons for procrastination:

Reason one has to do with a high focus on past-negative and a very low focus on past-positive. Some procrastinate because they fear repeated failure and fail to remember past success.

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Meet Jerry | Legacy and Learning Runs in the Family

Growing up in Basin City, Jerry learned a lot about the ins and outs of irrigation from his father. Having been in the industry for 25 years now, Jerry remembers those bonding moments with his dad, and loves when he can pass the same knowledge on to his two sons.

Although Jerry went off to school and tried his hand at many different fields, you always return to what you know and love best, and for him that was working closely with the farming community and their irrigation needs. Jerry works in sales and design here at Skone Irrigation, and he'll tell you anything you need to know about our services. The work doesn't come without its challenges of course, and Jerry will be the first to tell you that rain or shine, there's always somewhere to be, people to serve, and new technologies to explore. It's these everyday adventures that keep him motivated to continue learning and growing with the company.

Jerry lives with his wife Angie and their two teenage boys, Jared and Connor. Angie and Jerry have known one another since they were kids, and together have many longstanding local friendships and connections. When they're not busy with work and extracurriculars, the family spends time together in the great outdoors. Whether they are out camping, fishing, or

snowmobiling, they consider themselves very fortunate to live in such a beautiful area where outdoor recreation is convenient and valued.

When Jared and Connor were young, Jerry would take them out on the job, going from farm to farm to help customers, and instilling in his sons an appreciation for the history of the region and the complexities of irrigation. Challenging them from the beginning, Jerry knew how important it is to spark curiosity in them about their environment and the fascinating system with which water is delivered. Since the boys now know many of the customers personally, they're always interested to go back out on calls with their father to see how farms have changed.

Although the family is very in touch with rural life, Jerry and Angie know the value of travel. Angie has traveled extensively, and the family plans to continue her legacy of exploration by giving the boys the opportunity to go abroad as well.

It seems like just yesterday that Jared and Connor were kids. Now that they're older and busy with sports and music after school, Jerry takes any opportunity he can get to sit behind the wheel with his boys for a moment of talking, bonding, and teaching.



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Others are highly focused on present fatalism. These people tend to procrastinate because they don't see the point. After all, the dishes will just get dirty tomorrow – why should they wash them today?

Our third group focuses very little on the future, but are extremely, hedonistically even, aware of what's here and now. These folks end up sacrificing what they actually want, but don't want to do now, for things that perhaps aren't as important but sound great in the moment.

There is one more reason we procrastinate, but it has little to do with time-biases and everything to do with desire. Think about it: Would you sacrifice the steak you want now for two marshmallows you don't *really* want later? Sometimes we procrastinate simply because we don't actually want what we're striving for. When this is the case, it's time for some serious goal reassessment.

So, why do you procrastinate? What's causing you to give up that extra marshmallow? Identifying the problem is the first step to creating a solution. Once you pinpoint exactly what's hurting your relationship with time, you'll be far better equipped to fix it.

- Erik Skone

Reinke Recognizes Skone Irrigation as Top Five Dealer in Territory Sales

Reinke has recognized Skone Irrigation, with locations in Pasco and Warden, Washington, as one of its top five highest selling dealers in the Northwest Territory, in acknowledgment of the company's marketing year success.

Skone Irrigation locations also received a Gold Reinke Pride award and a Bronze Reinke Pride award. The dealership was honored during Reinke's recent annual convention held in November in Dallas, Texas.

"We congratulate Skone Irrigation on these well-deserved awards," said Reinke Director of Marketing Tom Palmertree. "We appreciate their ongoing commitment to Reinke and to their agricultural community."

Reinke dealerships from across the United States and Canada gather each year to attend the company's sales convention. The convention awards ceremony recognizes select Reinke



dealerships for their hard work and dedication to sales and marketing throughout the past year.

The Reinke Pride awards are determined as part of an incentive program that distinguishes superior achievement levels according to an evaluation based on a dealership's exterior and interior housekeeping and maintenance, indoor and outdoor displays, safety, retail environment, merchandising, professionalism, promotions and event participation, and market share.



Ingredients:

- 4lbs ground beef
- 2 pkg instant maple brown sugar oatmeal any brand.
- 2 pkg of meat loaf seasonings any brand
- ½ yellow onion finely diced
- 1 egg
- ½ cup of buttermilk. Can substitute for regular milk if you wish.
- ½ bell pepper diced finely (optional)
- 1 8oz can of tomato sauce

Directions:

Mix all ingredients in a large bowl shape into meat loaf pan and spread ketchup over the top of the loaf. Bake uncovered at 375 for 1 ½ hours.

Pivot School 2016

Skone Irrigation's first annual pivot school was a tremendous success, with over 100 attendees between both the Pasco and Warden locations. Classes were led by our own Roy Martinez, Dave Owen, and Jerry LaRosse. Over the course of the three-day event, participants learned about basic electrical systems and troubleshooting, advanced electrical/corner machines, and how to program their Reinke PAC III and Touchscreen panels.



A big thank you goes to all of those who came out and spent a few days with us. If you missed it, you'll have to wait until winter of '17, but the service manuals used in

the class are available for purchase from both the Warden and Pasco locations.

