



**Ken Field**

Owner of Slate  
Belt Energy  
Services

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## Value is a Commodity

One of the definitions of the word value is 'the regard that something is held to deserve; the importance, worth, or usefulness of something'.

A good value is something that you feel is worth the money you pay for it. Everyone who has a job is there because what they do adds value to the company they work for. That is the only way their compensation can be justified by the owners of that company. There is a minimum amount of value you can add and there is additional value that you can add if you really give some effort to be good at what you do. I don't care what that job is. It could be someone behind the counter at McDonalds, or in the auto parts store or even a server in a restaurant. Especially a server in a restaurant because they depend on tips to supplement the crappy pay the restaurant gives them. I have had servers who seem like they would rather be somewhere else and made the 20% I left feel like it was not a good value. I have also had servers who make the experience so much better and I have left well over the 20% that is customary and was very pleased. In my business I am in people's homes often. A few of the things I do to add value to my service is cover my shoes and treat the customers home just like the customer with the utmost respect.

I explain whatever it is that I need to do and then do it in a professional manner. I clean up the area I needed to work in and provide a warranty on my work and the parts I installed. I suppose I could add more value if I knew how to juggle or play a musical instrument but in today's world showing up and doing your job is not as commonplace as it used to be. From the time I worked changing tires and fixing flats 44 years ago, I have tried to exceed the minimum requirements of any job. I will say that it got me noticed by customers and also the people I worked with. Not being a suckup but not being a slacker. There is a lot of middle ground. When I started in the HVAC trade as a helper

I actually helped without being told every 5 minutes what to do. Within 6 months I was on my own. It is up to you to decide how you can add value to your job, or not, but people notice either way.

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](mailto:Ken@FieldsService.com)

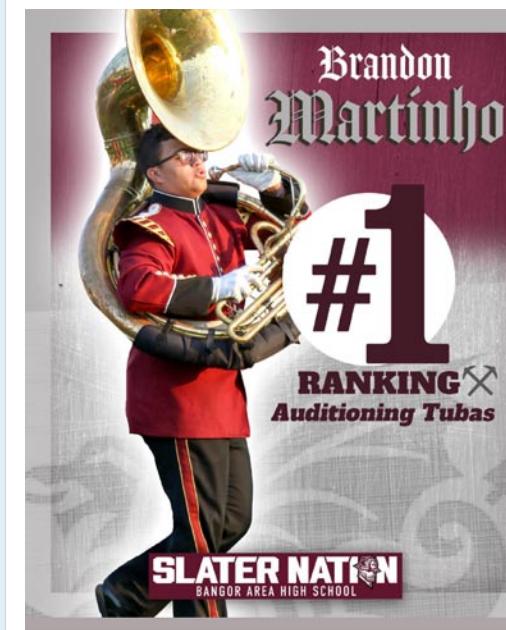
## Tubist Brandon Martinho

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I was very surprised and even more so when I found out that based on my score I would also qualify for Orchestra. I am very happy and also happy for my friends who will also be part of the District 10 band (Jace, Marianna, Gillian and Carly). We all deserved it and practiced a lot. To those who didn't make it through, I hope they can try again next year and I would like to thank my music director Mr. Kevin Horne for helping and supporting us and my friends and family. Thank you all!"

Band performances at the PMEA Festival of Bands are made up of students not only from Bangor but also from all cities that are part of District 10. The band festival will begin in January of 2023

Our best wishes go to Brandon Martinho and good luck in his musical career, which is just beginning.



**2022 DISTRICT 10 BAND**

**Carly Caiazzo - Flute**      **Bean (Gillian) Cesari - Horn**

**Marianna Mancuso - Clarinet**      **Jace Paynter - Tuba**

**Brandon Martinho - Tuba**

**SLATER NATION**