

# SERVICES FOR YOU SERVICIOS PARA USTED



SER CORPORATION

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## Helping the Local Workforce

By Richard Vargas

SER Corporation has been very fortunate to have close relationships with important businesses around Kansas. One of them is Foley Equipment. They have benefited by hiring many of SER's highly skilled participants at their different locations. Foley equipment has been serving Kansas since 1940. They are an official Caterpillar dealership in nineteen locations in fourteen different cities in Kansas.

When SER contacted Ronnie Larsen the Technician Recruiter for Foley Equipment, he didn't think twice about hiring one of our participants who was close to finishing training at Pratt Community College. Mr. Larsen was looking for a Technician in their Park City location and was very happy to know that SER knew a great candidate. Mr. Larsen knows the quality and professionalism of our participants and hired SER's participant from Pratt Community College who graduated in May 2016. SER signed an On-the-Job Training (OJT) contract with Foley Equipment, which allowed SER to reimburse Foley Equipment 50% of the participant's wages for five weeks. Ronnie Larsen said that he is very happy with the relationship he has with several Client Service Agents at SER. He believes SER has a great program which helps a lot of students obtain training and prepares them well for the local workforce. By entering into OJT's the company has saved money and is able to use those funds to continue training and advancing their employees. SER looks forward to continue working with Foley Equipment as they are a great company which offers good benefits and wages. Most importantly Foley Equipment provides an ideal working environment.



The Third man from left to right is Ronnie Larsen the Human Resources Coordinator from Foley Equipment

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## Work and Effort Pays Off

By: Joel Leiva

Brenda Bayles also known as Brenna, came to know about SER's program through Rob Minor, the CDL instructor at Fort Scott Community College. After speaking to Brenna over the phone, I asked her to bring the necessary documents required to complete the application process. I met with her after a presentation and was very pleased that she brought all the required documentation allowing quicker processing. This also spoke loudly of her character. Upon meeting and speaking with her I learned that she was underemployed and facing financial difficulties. She is a single parent with one daughter. Brenna has some college education and was self-employed for a while working on her own farm raising cattle.

During the interview I asked her why she was interested in becoming a truck driver. She said that since she was a child she always liked being outside and seeing the world. After the interview and skill assessment, I felt very confident that she was going to do great in the CDL program.

I kept in touch with Rob Minor to follow her progress and I received good reports from him. As Brenna was getting close to graduation she expressed an interest working for D&D Sexton a carrier company located in Carthage, Missouri. They offer a great benefit package and I supported her decision to pursue employment there. I contacted Ronda Freeland, the Controller/HR for D&D Sexton and explained the On-the-Job Training (OJT) program. Ronda was interested in the OJT and I set up an interview for Brenna. Upon completion of the CDL program Ronda offered Brenna a position.

Brenna has been with the company now for almost a year and she went from making less than \$11K per year to earning \$50K per year. A few weeks ago I contacted Ronda to do a follow up and she informed me that Brenna has been a great employee. In August, she was recognized as Driver of the Month. I contacted Brenna to congratulate her and say how very proud I am of her. It is never too late to make a dream come true. Brenna is a good example that a lot of work and effort always pays off.



## MAUPIN'S TRUCK PARTS, INC. Past, Present, and Future

By: Mike Medina



*MAUPIN'S TRUCK PARTS, INC*

Cecil Maupin, Sr. and wife Helen started out as a junk iron yard in 1935. They bought automobiles and trucks for scrap metal. Cecil saw a demand for used auto and truck parts. He began purchasing old vehicles to sell their parts. What he could not sell was sold as scrap. During WWII, the used and rebuilt parts business did well.

After the war he purchased surplus trucks and trailers from the government and the heavy, truck parts business began. In 1962, Cecil outgrew its two acre facility on 2<sup>nd</sup> Avenue, in Dodge City and moved to their present location on the corner of Highway 283 and the south 56 bypass. Cecil continued to grow the business traveling across the country buying and selling used trucks. Cecil Junior (Jr.) purchased the business in 1977. Within a few years, Jr. grew the business with the help of key employees who are still with the company today. Known as a used parts/salvage yard made it difficult to project the increased quality of used parts. The image made customers adverse to buying used parts. Jr. changed the image by separating the used vehicles from the used parts business and expanded into a 7200 square foot building. In 1988, Ken W. Snook joined the team to manage and take on an ownership role. Maupin's Truck Sales was born.

Jr.'s two children who actively worked beside him, purchased the business in 1997, and today oversee daily operations. Its 35-acre site has over 25,000 square feet of space with the largest new and used truck part inventory. Their well-trained mechanics take care of many truck needs from used tires, specialty wheels, and suspension/alignment, along with a large selection of new and used trucks, tractors and passenger vehicle wheels and tires.

In 2000, they aligned with Original Equipment Manufacturer (OEM), and became a new truck dealer for Western Star Trucks. That same year, Western Star was purchased by Freightliner, LLC. Maupin's was offered the Sterling Truck franchise for southwestern Kansas. In 2008, contact was made with Omaha Truck Center to purchase their dealership in Liberal.

Future goals are to upgrade its online web site by creating an online store to reach customers outside of their normal avenues and educate the public of their special services. Tim Reardon, general manager of Maupin's Truck Parts, said "I believe that the Nation Farmworker Jobs Program is an asset to both future employees and employers willing to work with it. There is a real need for that next generation of workers in the trucking industry. Having the ability for outside sources to share that knowledge with potential individuals only helps all that are involved. They can also get to know the students and help place them into a job that they will both enjoy learning and being a member of. We are interested in hiring additional clients from the program. Throughout the year we always have positions to fill for the right candidate with the right work ethic. Because of our business structure, we need employees with a diversity of skill sets. This is what differentiates Maupin's from other simple truck dealership locations. Skills set such as business, sales, mechanical, welding/cutting, inventory, CDL, are always looked highly on."

## From Farmworker to Network Coordinator

By: Vicki Needham



***Alex is working on the computer equipment for the manufacturing plant***

Alex Evans was a farmworker and nineteen years of age when I first met him. He grew-up in a small northeastern Kansas town. Alex had a dream of becoming an Information and Network Technician (INT). He knew farm work was not what he wanted to do for the rest of his life. After speaking to Alex and learning of his goals, it was decided that he enroll into the INT program at Manhattan Area Technical College (MATC).

Alex qualified for the National Farmworker Jobs Program and received tuition assistance. He was a model client and student, always attending class plus maintaining good grades. Near the end of his training, I assisted with his job search and was able to help him obtain the job of his dream. I utilized the On-the-Job Training (OJT) service. Alex started his OJT as a Network Coordinator ten days after class training ended. He successfully completed the OJT and was hired full-time. He has been on the job for approximately 6 months. When I called the company for follow-up I was told how well his work-ethic is and how he is a valuable asset to their team.

Alex stated, "Vicki and the SER Corporation have helped me in multiple ways from the time that I was a 1<sup>st</sup> year student at MATC until now. They first helped with the grant money to help me through the college years. While Vicki couldn't help me out my first semester she always met with me whenever she was on campus and helped me prepare for the second semester when she thought she would be able to help me. Additional help has been provided by a seminar that I attended through the SER Corporation that helped give me advice on how to start a good credit score and continue to build it up. Finally, Vicki and SER helped me with a grant that pays part of my salary for the first few weeks. This made getting placed in the workforce much easier as employers had an incentive to hire a fresh out of school graduate. Additionally, Vicki provided me with ideas of places to apply as well as a reference for employers. She has been very easy to work with over the past two years. "

Alex was able to go from a job with no benefits to one with full benefits. He has increased his yearly income by almost \$36,000 the very first year and has potential for advancement. I am so proud of Alex for all the hard work he has put into pursuing his dream of working in INT. It is always rewarding as a Client Service Agent, to witness a participant strive and attain their goals. I am so happy that SER Corporation was able to play a small part in helping Alex reach his goals.

## DISAPPOINTMENT TURNED INTO DETERMINATION

BY Roberta Pianalto



***Logan Minor***

Born and raised near Cope, Colorado (CO), Logan Minor grew up on a rural Colorado farm with very few opportunities. When Logan graduated from high school, he could not afford to go to college because it was too expensive. Logan was afraid he would have to work on a farm the rest of his life. He was very disappointed because he wanted to gain a skill to help him get out of poverty. That is when Logan's disappointment turned into determination.

After high school, Logan worked a farm job in the Cope, CO area for a while and started pinching every dime he made to save enough money to go to college so he could acquire his dream of being a diesel mechanic. He desired a career which would keep his hands and mind busy. After he saved some money, he decided to attend Garden City Community College (GCCC) and enroll into the John Deere Agriculture Technology Program.

Shortly after he made this decision, he met Roberta Pianalto, a Client Service Agent who serves Garden City Community College. Logan applied and qualified for the National Farmworker Jobs Program. As his client service representative, Roberta periodically checked on Logan to determine his progress. Logan struggled financially and he told Roberta that SER's tuition assistance helped him out a lot. He feared he would have to drop out of school if he would not have received help from SER.

SER also provided career services to Logan which included participation in the Rent Smart seminar. He learned about being a responsible tenant, legal rights as a renter, and the importance of maintaining a good credit rating. Later SER then helped him with some housing expenses.

This past May, many employers interviewed Logan but he ultimately chose to work for 21<sup>st</sup> Century Equipment in Wray, CO. Logan's instructor at GCCC stated that Logan is very intelligent and a hard worker. He has acquired these diligent life skills from working long hours on the farm which is why so many corporations wanted to hire him. Logan is very appreciative for the help he received to reach his career goal.



## EEO/Non-discrimination

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