

Dan Cronin 2009 Award Winners

SD—Scott Kulesa—Scott is the Store Manager at Edmunds County Implement, Roscoe. Scott is committed to C & B and makes work fun for everyone while accomplishing much. In 2009 he managed the store through a shop addition, requiring lots of time and effort. At the same time he lead each of his departments to growth—sales 80%, parts 32%, and service 32%. In 2009 store income was up 69%, they had 83% market share, and customer satisfaction scores were up in every category. Scott has a special touch. Both employees and customers frequently comment on how Scott works with them.



MN—Seth Shively—Seth Shively started with C & B as a sales intern in the summer of 2007 while attending school at Minnesota State University in Mankato. Seth started selling full time in the St. James store in December 2007 while continuing his education online at the University of Phoenix. After a full year as a salesman, Seth accomplished being in the Top 25 in C & B Operations in 2008. In 2009 Seth was recognized as the 7th highest performing salesperson in our company out of 50 salespeople. Seth and his wife Jessica are expecting their first child this coming spring. Seth's attitude and desire to succeed are noticeable, and he was an integral part of the 2009 St. James store success. He is well respected by his peers and customers. In January 2010 Seth decided to take the next challenge in his career, C & B—Pipestone Store Manager.



MT/WY—Neal Schaack— Neal has taken ownership of a YCI trade area that had been neglected for many years. Through his hard work and determination, he has proven his commitment to his customers by using his service background and farming experience to help them make the right choices. He competes head to head in his trade area with a local small town “Red dealer” and captures a good share of the market in that county. He shares his knowledge and experience with coworkers so they can also improve their service to our customers. Neal exemplifies the “can do” attitude that makes C and B the organization it is today. Neal's great customer service skills have earned his customer's respect and loyalty and many have expressed that to management.



ID— Brock Leavitt— Brock started with C & B March 18, 2002 in our parts department and has willingly taken on new responsibilities and tasks every year. He is a master of the lifestyle products. He was a leader with the equip conversion, helping everyone in the building. He is always willing to help customers and fellow employees. He is doing an excellent job at work and in the community (City Council, Boy Scouts, church, family, equip Training). He is John Deere thru and thru— at home in the summer he puts a JD Pin Wheel out front, Rain gauge, wind chimes, and a flag pole to fly the JD flag; in the winter he has a blow up JD Tractor with Santa in the yard. He has a backyard full of JD kids toys to play with and a JD cover on his TV Dish. Brock's license plates even reads DEEREMN. Regional Manager, Ray Hackley says, “ I remember coming to Madison County Implement as a TM, shaking his hand and saying his decision to stick with C & B would be one of the best decisions of his career.”

