

## New territory manager named in Nebraska



Territory Manager Kevin Williams

Kevin Williams is still new to Skarda Equipment Company, but the sales arena is an area in which he feels quite comfortable.

Kevin is Skarda's new territory manager for part of Nebraska. A native of Kimball, Nebraska, Kevin is providing service for customers in parts of Omaha and Lincoln and all of Nebraska west of Grand Island, an area with which he is familiar.

Kevin has been on the job for only a few months. His previous experience includes three years as an inside sales person for a general distributor and 16 years working with plastic injection molding.

Kevin is eager to meet the needs of the customers in his territory. With some background in manufacturing and previous trade show experience, Kevin feels confident he will learn to maxi-

mize his skills in this new role.

He said he was excited to get a territory position as he was "ready to make the move to go out and talk to customers face to face." The job isn't without its challenges: "The biggest challenge is learning the products. There is a narrow range of the product line but so much depth of knowledge is needed."

Kevin is enjoying the ability to visit with customers to look at their various needs. He sees a tremendous range in the level of technology among the various businesses in his territory. He thinks an upcoming opportunity will be to help update and automate some of the manufacturing processes. He said he will strive to "help them to be productive. My job is to help them do better."

As Kevin has been receiving on-the-job training, he has learned much from his colleagues at Skarda in both technical help and sales help from Sales Manager Lynn Nordquist. "Everyone has been great," Kevin said.

One of Kevin's goals for himself is to obtain his fluid power certification. He believes this will help him better serve the needs of those within his territory. He is studying and preparing to take the exam soon.

Kevin is married with a son and a daughter. He and his family enjoy camping in their new camper at Linoma Beach, just outside of Omaha. He also enjoys spending time fishing, though unlike most fishermen he says he hasn't ever had a good catch.

Be sure to talk to Kevin to meet all of your hydraulic, pneumatic, and motion control needs. He will be more than happy to give you a hand. Maybe he'll even find a good fishing story to tell you.

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Meet Kevin's  
inside sales team

**More service to customers—**

## **Skarda named Gast Certified Repair Center**

Skarda Equipment will now be able to provide better service for all customers using Gast products. Skarda was selected to become one of a limited number of Gast Certified Repair Centers in the country.

Skarda's repair center will serve Gast customers in the distributorship area serviced by Skarda. Customers will experience faster turn-around on repair and warranty feedback. Instead of shipping parts to Michigan, parts will come to Skarda for warranty evaluation and possible repair.

To prepare for this, employee Zach Kalisch attended a week of training in Benton Harbor, Michigan. Zach studied under the most knowledgeable people in repairing Gast parts. He said he was taught what to look for, how to fix it, and completed actual repairs during the training. Skarda also out-

fitted a new shop to work on repairs.

Skarda strives to provide well-rounded service for customers and knows the benefits of this repair center should be many.

The process of becoming a repair center was initiated by Skarda, which realized the absence of a local repair center cost the customers time and wanted to shorten the time a motor is out of commission.

The repair center should be operational in November or by the end of 2006, at the very latest.

Gast is a manufacturer of air moving products including air motors, vacuum generators, compressors, and vacuum pumps.

Contact your Skarda Territory Manager or Customer Service Representative for more details.



Repairs sent to Skarda will be completed by Gast trained repairman Zach Kalisch.



## **Inside Sales Team: Justin Frieze and Stewart Whitsett**

Justin Frieze has been a member of Skarda's inside sales team since earlier in 2006 after previously working in the shipping department.

Justin is also working to complete a degree in computer networking and enjoys his position in customer service.

For Justin, customer service offers a daily variety that keeps him interested and challenged.

"I am happier when I am learning new things," he said. Because customer service offers variety with every phone call, he explains that "every day is different. Nothing is the same, so it is better for me."



Justin Frieze provides excellent customer service to those calling from territory three.

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Justin enjoys spending time with his family, as well as bowling and working on his home network.

Stewart Whitsett has been serving Skarda customers, through inside sales, for the past two and a half years. Before coming to Skarda he has worked as an operations manager for FedEx.

Stewart enjoys working at Skarda in part because of the great people he works with. He also sees a lot of opportunities.



Stewart Whitsett works to meet customer needs as part of the inside team for territory three.

"There's always a lot of challenges. There's always something to help the customer, a puzzle to solve," he said.

He strives to meet the needs of his customers by getting a response right away, as quick as possible. Stewart is also working to better serve his customers by working on his fluid power certification. He hopes it will help him "be more well-rounded in my job. I always keep trying to improve."

Stewart has been married for 21 years and has three sons and a daughter. In his free time he enjoys fishing and also building models of ships.

Stewart and Justin provide service for customers in Nebraska, Eastern Iowa, and Eastern Kansas, so they usually also know all the weather conditions for the whole Midwest.

