

Special service provided in manager's area

Territory manager, Chuck Kann, has served Skarda customers since 1989. He originally joined the company having been enlisted for special projects, including design and pricing of hydraulic systems. At that time, most of his interaction involved work with meat processing plants. Soon after, he moved in his current position as territory manager for central Nebraska and western Iowa.

Chuck has a strong background with food processing plants. He finds that working with food processing can be challenging based on their special needs.

“The environment is a wet environment. Down time is very critical; hydraulics are a key role in the production of food processing. It is critical to a lot of operations in the plant,” he said.

The service he offers as a Skarda representative is to look at and monitor the system in order to properly maintain it. He says that he makes recommendations of how to do that. His goal in working with customers is to find the solution to production problems.

Chuck said, “The most interesting thing I find is getting in and solving problems. I try to work through to a resolution and not just put a band aid on it, which would cover but not solve.”

Chuck demonstrates in action Skarda's promise of providing solutions in motion control. His expertise and experience in food processing, along with his extensive training and fluid power certification, make him an asset to all customers in central Nebraska and western Iowa.

Chuck and his wife Brenda have an eleven year old son Jordan. Chuck spends a lot of time on the weekend with his son's sports, such as basketball and football. He also enjoys traveling and scuba diving. He enjoyed the vertical drop off on a Cozumel scuba trip. He also spends time in home projects. He plans to complete a six year basement finishing project by the end of April.

Chuck can visit with Skarda food processing customers about one exciting new development. Continental Hydraulics products offer many great options for those in the food processing industry. See more information on page three and contact Chuck for help with any of your motion control needs.

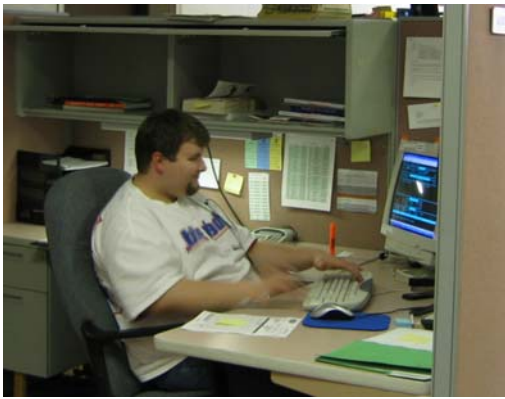


Territory manager Chuck Kann stops in at the Omaha office to work with Sales Manager Lynn Nordquist.

Just moving up—

Customer service rep finds new place in Skarda's ranks

Justin Frieze just recently moved into a desk on the second floor of Skarda's Omaha office. His beginnings with the company actually began two years ago in a much different position.



Justin Frieze works customer service for Team 3.

new position in customer service/inside sales for Team 3, the area of eastern Nebraska and western Iowa.

Justin, who is also working on a degree in computer networking, said his interest in learning caused him to pursue a position in customer service.

"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."

Even when Justin was working in Skarda's shipping department he sought

variety in his job. He completed some clerical work, which allowed him to get familiar with the computer system. He volunteered to learn how to cut Hiwin linear railings with bearings. When Skarda sells custom cut pieces of Hiwin, Justin makes those cuts.

Justin's work in different aspects of the Skarda office helped to prepare him for the customer service position. After pulling parts off shelves for two years in the warehouse, he is familiar with the products lines and specific products, which helps tremendously in his service to customers.

Justin said he enjoys the Skarda environment. He said, "The people are nice, and I get along with everyone. It's a laid back atmosphere."

In his free time, Justin enjoys bowling and working with his home network. He also enjoys time with his family.

Justin continues to look for opportunities every day to learn something new. In this quest for discovery, he is also serving Skarda customers.



Justin has learned to fill multiple roles in Skarda's Omaha headquarters' office.



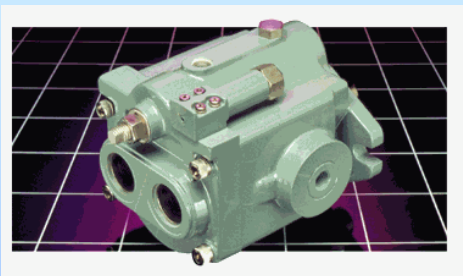
Continental Hydraulics: A Perfect Fit in Food Processing Industry

Continental pumps work especially well in the food processing industry. Food processing plants like Continental pumps because they work well in the water glycol and food grade oil types of fluids used in food processing.

Continental products can help food processing plants in meeting USDA standards for cleanliness.

Continental Hydraulics has been designing and manufacturing high quality precision hydraulic components and power supplies since 1962. They're used in some of the most hostile environments imaginable. From manufacturing plants to off-road applications, when performance and reliability are really tested, you can depend on Continental Hydraulics products to meet your toughest requirements.

All Continental Hydraulics products are 100% tested for quality control. Designs are tested in the lab and in the field, in normal and severe service conditions. This is how we assure that all Continental Hydraulics products meet or exceed the performance and service life standards we've



Axial piston pumps

become known for.

Our engineers are continually developing new fluid power technology to meet your needs. We originated and patented many im-

portant developments in modern hydraulics like the "walking ring" indexing cam ring that provides up to 10 times longer pump life than fixed ring pumps. We developed pressure balanced thrust plates that approach 90% overall pump efficiency and simplify maintenance. You can

be assured that Continental Hydraulics engineers will be at the forefront of emerging hydraulics technology.

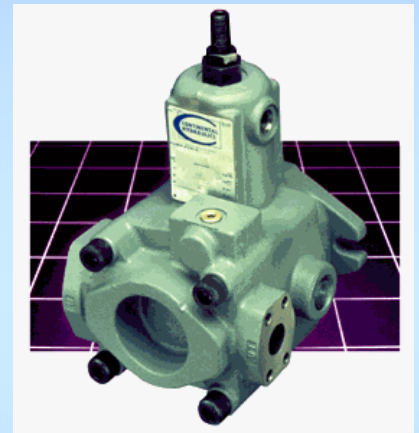
As a division of Continental Machines, and part of the world-wide DoALL organization, we have the resources to keep up with today's manufacturing requirements, and to serve any size customer . . . anywhere.

Why settle for "close enough" when ordering hydraulics?

Every type of product we make is offered in a wide array of models and configurations to meet your exact requirements. If it's not available from our standard product line, we can provide custom designs. Continental Hydraulics can match your needs in virtually any application.

No other manufacturer offers more choices or better quality. That's why Continental Hydraulics promises you'll never have to settle for "close enough" in fluid power

Courtesy of <http://www.continentalhydraulics.com/>



Variable Displacement Vane Pumps

Contact your Skarda representative today to learn more about Continental products!

