

New territory manager named in eastern Iowa

In his first year working at Skarda, Clint Kephart heard people call him by a variety of names including Claire, Clark, Kent, Quint, Click, Cliff, and even Scott and Dave. Now though, customers in eastern Iowa will be able to call Clint their Territory Manager.

After spending the past year working in Skarda's Omaha office as a customer service/inside salesperson, Clint will soon be relocating to Cedar Rapids to better serve his new client base.

Clint is excited to be taking on this new challenge and has a plan to help people remember his name: "Give them a card every time and if that doesn't work, I'll hand out pictures," he said.

Clint is sure to be remembered though by his hard work and his dedication to meeting the needs of Skarda's customers.

Clint first came to Skarda Equipment when his mother-in-law let him know of an open position. The year 2005 kept Clint busy learning the catalogs and inventory of Skarda and getting more knowledge of fluid power. Now that he has covered all the inner workings of Skarda, he is ready to get to work out in the field. He now has his fluid power certification.

While he has enjoyed the daily challenge of working customer service in Omaha, Clint is looking forward to new and bigger challenges. He anticipates finding new customers and aiding current customers with all their motion control needs, which he feels he can effectively meet with his "inside" office training and product knowledge.

After his first week on the job, Clint is impressed both with the size of the state of Iowa and of the facilities he visited. In his first week, he visited nearly 25 customers. At one plant, the customer expressed that they had just been waiting for Skarda to visit so they could order from the company. With experiences like this, Clint is sure to bring satisfaction to eastern Iowa customers.

Clint is not new to sales positions, which he held during his college years. He has a biology degree and has a lot of interest in the physics aspect of Skarda's work.

Clint and his wife of a year and a half, Stephanie, are looking forward to the move to Cedar Rapids. They both enjoy sports and even coached a softball team together. Clint also enjoys movies, with Anchorman being his current favorite.

Look for Clint to be visiting eastern Iowa customers in the near future. And even if you forget his name is Clint, you'll remember the great service you receive from Skarda's newest Territory Manager.



Clint Kephart, Skarda's newest Territory Manager, is temporarily located in the Omaha office until he moves to Cedar Rapids, IA.

Team One Members Provide Support to Iowa Customers:

Meet Mike and Kevin, Inside Sales Team

Mike is the newest members of Team One, the inside sales support for the eastern Iowa region under new Territory Manager, Clint Kephart.

Mike just started at the beginning of January. He has past experience in customer service, including many years in insurance. Mike enjoys spending his free time with his girlfriend, as well as fishing, golfing, and watching Husker football.

He is excited about his new position in customer service as he enjoys helping people. As Mike is just beginning, right now he is learning about the product lines offered by Skarda. His goal is to become well-informed so he can be prepared to serve Skarda customers.

So far he says, "Skarda seems like a really nice place to work. Everyone is really friendly.

Mike will soon be answering calls and working to meet the needs of Skarda customers.



Kevin is the veteran member to Team One. He has been working customer service/inside sales at Skarda for six and a half years.

His past jobs have always included some kind of customer service as he enjoys, "just knowing that you're helping people."

Kevin finds that his favorite part of his job is working with people and solving problems. Often he works to try and expedite customer orders from a vendor. He explained that this process involves a lot of coordination and balance, trying to get the vendor to ship sooner than planned and accommodating the important needs of customers.



Working at Skarda involves learning quite a bit about fluid power. Kevin says one of the most difficult parts of the inside sales position is "getting product knowledge of the extensive number of lines we represent."

Customers can call Kevin to get assistance with any of Skarda's product lines.

Kevin has been married to his wife Linda for 32 years. They have five children and one granddaughter. He enjoys golfing at Indian Creek, fishing, and cheering for the Huskers.

Legris Product Line Offered by Skarda: Featured Product— Piloted Axial Valve



Designed to overcome the limitation of traditional actuators, the Legris axial valve offers the functions of a valve fitted with an actuator. A pneumatic automa-

tion device is fitted directly into the valve.

Its operation is not affected by the up/downstream pressure of the transported fluids, which guarantees the user total safety and a vastly simplified choice. This innovative concept is a logical extension of the Legris hand actuated ball valve range.

The range consists of the following models to suit different applications:

- Normally closed axial valves
- Normally open axial valves (on special request)
- Double acting axial valves (on special request)
- All are available with FKM (EPDM seal on special request)

Advantages of the axial valve:

- Compactness
 - The axial valve is extremely compact and needs up to 50% less space than an actuated valve
 - No external moving parts
- Cost less than an actuated valve
 - A single unit which controls the following two functions at the same time:
 - Open/closing of circuit
 - Actuation of this function
 - Reduced air consumption
- High Performance
 - Full flow
 - Compatible with numerous industrial fluids
 - Operates independently of the up/downstream pressures of the fluids transported
- Straightforward reliable installation
 - Ready to fit and does away with the valve + connector + actuator fitting time
 - Easy to assemble, in any position
 - Designed for use with Legris LF3000 instant fitting when piping up

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

