

Pohlenz fishes around in Kansas territory

Skarda Equipment Company named Tim Pohlenz as Territory Manager in southeast and part of north-central Kansas in December 2004. Since then he has provided high quality service to customers in that area. A fan of fishing, the patience and dedication required in that hobby certainly aid him in his role as a territory manager as well.

Additionally, Tim's previous background in designing and building custom machinery makes him especially helpful in assisting customers with project solutions, not just product replacements.

Currently Tim is working on power units for a customer in the aircraft industry. While he says all of his projects are interesting, he particularly enjoys working on this project. He says he likes "putting the components together, making a system work, and delivering that to the customer."



Serving as a Territory Manager allows Pohlenz to follow several interests. He said, "I have always had a big interest in technology. I like having the ability to cover multiple brands of products and different kinds of products. The job is not the same thing with every phone call. It is always a different problem that needs a different solution."

As Tim points out, "service is the reason customers should buy from Skarda. We will go out of our way to satisfy customers. From the simplest item to complex projects, we can handle it."

Raised in Smith Center, Kansas, Tim earned both bachelor and master's degrees from Central Missouri State University. He worked at two machine builders prior to beginning his Skarda sales career.

Pohlenz has a son, Tyler, who is twelve, and a dog named Molly. They enjoy time out on the water in their boat. As Tim says, boating, fishing, and working around the house are the things that take up most of his time of the weekends. Among his co-workers, Tim is also known for his wit and humor.

Customers fishing for excellent service should be sure to contact Tim Pohlenz.



Territory Manager Tim Pohlenz continues his dedication to customer service at a break during Skarda's Annual Sales Meeting held June 7-8, 2007, in Council Bluffs, Iowa.

Recognition of Achievements

New fluid power specialists in Omaha

Two of Skarda Equipment's customer service representatives in Omaha recently passed their fluid power certification. Justin Frieze and Stewart Whitsett earned their fluid power certification in April 2007.

Justin and Stewart serve customers calling from Nebraska, eastern Iowa, and eastern Kansas. They are the first two customer service representatives in the Omaha office, in addition to Customer Service Manager Matt Ware, to earn fluid power certification.

Longtime salesman retiring

Chuck Slawson began working sales for Skarda Equipment Company in January 1974, just five years after the company's founding. After over 33 years of service in the Cedar Rapids branch he is retiring this summer. Chuck, shown in earlier years at left, will be specially honored on July 28, 2007 at the company summer celebration aboard the River City Star cruise ship.

Chuck still plans to keep himself busy through activities at church and his community, possibly doing some consulting and teaching at a local community college. Though officially retiring June 30, Chuck will continue to work with twelve of Skarda's customers. As of this summer, no replacement for Chuck has been named, and filling his shoes will certainly be a big task. Congratulations to Chuck on his retirement!

Skarda named distributor of the year

Skarda Equipment recently received two distinguished awards from Tolomatic, Inc. For the year 2006, Skarda was named Distributor of the Year and was also the number one distributor in sales volume.

To commemorate these two honors, Tolomatic hosted a dinner for all Skarda employees, both sales and office. Held in conjunction with Skarda's annual sales meeting, which was June 7-8, 2007 in Council Bluffs, Iowa, the celebration dinner occurred on June 7 at Rick's Boatyard Café in Omaha.

Skarda Equipment President John D. Skarda and Sales Manager Lynn Nordquist represented the company in an informal awards ceremony. Attending the event from Tolomatic were Director of Sales Dave Schuh, Regional Sales Manager Ryan Klemetson, and Application Specialist Tim Niedzielski.



From left: Nordquist, Skarda, Klemetson, Niedzielski, and Schuh.



Highlighted Product Line: Tolomatic MX Pneumatic Band Cylinders



Skarda Equipment is pleased to feature the Tolomatic MX Pneumatic Band Cylinders.

Tolomatic has designed the MX Band Cylinder with the goal to outlast other rodless cylinders. The MX Band Cylinder uses exclusive Tolomatic Endurance Technology.

Three Durable Bearings:

- ◆ Internal Bearing— permanently lubricated for long, trouble-free service
- ◆ Solid Bearing— reduces stress concentration by 59%
- ◆ Profiled Rail— reduces friction and extends actuator life

Durable Bands:

- ◆ Stainless steel bands
- ◆ Stronger
- ◆ Will not elongate
- ◆ Reliable sealing

Contact your Skarda representative today to learn more about Tolomatic products

