

## *Builder background leads way to building relationships for Territory Manager Eklund*

Steve Eklund has a background as a machine designer and builder and had been working as a custom machine builder when he decided he wanted to see a different side of the industry. As he explains, he had actually received visits from Skarda territory managers in his line of work. He started to think that maybe he would enjoy the sales aspect of equipment building.

Three years ago, Eklund took the position of Skarda Equipment Territory Manager for central Iowa. With Steve's degree from Iowa State in Mechanical Engineering and his years of experience on the job, he was prepared to discuss solutions for his many customers.

"I can go in to the engineers and talk to them, having been in their position. I can help them with projects," he said.

The hardest part of his transition to sales has been learning about sales and sales techniques, but now he understands the key to that as well.

He said, "It's all about relationships, and I think I build those relationships . . . I try to figure out what customers need and how Skarda can meet their needs."

Steve also appreciates the relationships Skarda Equipment Company helps to foster.

"I like the family atmosphere that Skarda provides, the way they treat their employees, and in particular the way that even though the salespeople work separately, they bring them together to learn from each other and also to relax and have fun. They also encourage further education through Certified Fluid Power certification and the schools the factories provide," he said.

For customers in central Iowa, Eklund is a Certified Fluid Power Pneumatic Specialist and is preparing to take the Hydraulic Specialist Certification test this fall.

Steve's time outside of sales is mostly spent following his two children's activities which include baseball and swimming this summer. In addition he serves as school board president for the parochial school his son and daughter attend in Perry, Iowa.

Steve has spent the past three years working to provide solutions to Skarda customers in central Iowa. As he said, he strives to "learn all the technical aspects of what Skarda has to offer and to take that to the customers to provide solutions."

Be sure to contact Steve for all your motion control solutions.



*Territory Manager Steve Eklund*

## **Meet Accounting, Part II: Pat, Angela, and Jennifer**

***In the last issue, Accounting employees were introduced, in this issue the Accounts Receivable staff shares their backgrounds.***



Pat Spreitzer first came to Skarda Equipment in February 1989 looking for part-time work when one of her sons started college. For the past ten years she has been full time in the accounting department. Pat manages accounts for customers N-Z.

Pat works to process and collect payments from Skarda's customers. She also helps with payroll processing. She says, "I love my job." She enjoys the interactions she has with customers, and she really likes the people with whom she works.

Pat is the early bird of Skarda's Omaha office. She is the first in every morning at 6:30 am, which means she's the one to get the office open and running for the day. Being in so early has its advantages, as she is done at 3pm, which allows her to spend time with her seven grandchildren among other things. She also works with her husband in running a cleaning business, and Skarda is a customer.

Pat enjoys gardening, yard work, and home projects. She recently completed work on a retaining wall, and still enjoys the work from a few years ago when she put a gazebo and pond in her backyard.



Angela Francis has been employed at Skarda Equipment for eight years, serving in various capacities. She first began working part-time taking care of filing and paperwork, and her job gradually grew to be full-time, with most of her work

in accounting. In addition to her accounting duties of managing accounts A-F, Angela also works with purchasing online, acknowledgements, and as a backup for the receptionist. Angela enjoys these many roles.

"I like variety. I like to be busy, and I get to do a lot of different things. I'm not always doing the same thing," she said.

Outside of the office, Angela's three sons keep her very busy. As she explains, most days she gets home and then is off again to attend some sort of sporting event. When she does get some down time, she is an avid reader, who "reads everything."

Jennifer Snavely rounds out the Skarda accounting department. Jennifer has been working part time with Accounts Receivable for three years. Her part-time hours allow her much needed flexibility as she has seven children, ranging in ages from 22 years old to three year old twins. That flexibility is exactly what she appreciates about working at Skarda.



"I love the people who work here. It's friendly, family-oriented, and flexible. It's a quiet get-away," she said.

Jennifer's duties include processing checks and crediting customer accounts, charging credit cards, and making sure invoice taxes are correct. She handles accounts G-M.

Outside of work, Jennifer stays very busy with her children's sports, cheerleading, and subsequent transportation needs.



## **Highlighted Product Line: Donaldson**

Skarda is pleased to highlight the Donaldson line of industrial hydraulic filters for the protection of machinery and components.

Donaldson produces filter housing, filter heads, replacement cartridges, and other hydraulic accessories.

### High Pressure Filters

Donaldson heavy-duty high-pressure filters sit behind pumps and other prime movers to protect critical hydraulic components such as cylinders, motors and valves. Working pressures range from 2000 psi up to 6090 psi; static pressures from 4500 psi up to 12000 psi.

### Medium Pressure Filters

DT-061 In-line hydraulic filter is the newest addition to medium pressure filters. This filter assembly features Donaldson Triboguard™ 5-layer media in a variety of designs. DURAMAX working pressures range from 350 psi up to 1000 psi; static pressures from 800 psi up to 2000 psi.

### Low Pressure Filters

Low pressure filters are the most commonly used type of filter in hydraulic circuits, used as return line filters in applications with typical working pressures up to 150 psi and static pressure up to 300 psi. Donaldson offers flow/pressure combinations to fit most applications.

### Accessories

Donaldson offers an extensive line of accessories for hydraulic circuits, lines, and reservoirs.

### Replacement Filters

Donaldson offers the broadest selection of hydraulic replacement cartridges and coreless elements.



From left to right: SP 50/60 Spin-On Filter, DT-440 In-Line Hydraulic Filter, HMK04 Duramax

**Contact your Skarda representative today to learn more about Donaldson products!**

