



## Employee Spotlight – Tony Chandek, Sales Engineer



This month we meet Tony Chandek, the Sales Engineer covering the Northern Illinois region for R.R. Floody Company.

Can you start by telling us a little about your background?

I have been with R.R.Floody for 5 ½ years. Prior to that I was the Midwest Regional Manager for IAI (Intelligent Actuator) and Floody was one of the distributors that I worked with selling and applying the IAI robotic products. When the opportunity presented itself to come here I took it, having worked with and respected RR Floody for several years.

So have you always been in the Automation or Robotics Industry?

Actually no, my first real job was as an auto mechanic at a Chevy/Pontiac dealership. I have an Associate's Degree from General Motors in Auto Technology, and have earned Master Tech Awards from both GM and ASE. I really enjoyed working with my hands, learning the electrical and mechanical aspects of cars and especially liked talking things over with all of the different customers. Eventually I went back to college while still working full time as a mechanic at night. I got my degree in Biomedical Engineering from MSOE in Milwaukee in 1996. My first job out of college was with Fanuc (CNC) and I have been in the automation industry for 15 years since.

What strengths do you bring to this job that makes you a valuable resource to your customers?

I am very fortunate to have worked in a wide variety of industries in my career. I have a hands-on understanding of both electrical and mechanical engineering design, metal cutting and forming, CNC and PLC control systems, material handling, motion control, sensing, vision systems and robotics. I also spent some time in the semiconductor business as an applications engineer working with engineers in circuit boards/system programming design. This has given me a lot of technical knowledge. And with my mechanic's upbringing I am always willing to roll up my sleeves and work with my customers to solve problems with them on the spot, which has proven to be a real strength when needed.

What do you like best about working at RRF?

We have a great team here at RRF. What I like best is that we are all professionals and we are free to execute our jobs as we see fit. The RRF Management team provides me the latitude to do what I feel is right for my customers and in finding the best solutions. This encourages creativity and provides me the tools to do the job. They don't require a ton of reports or dictate how or when I get the job done as long as it is done right.

What do you like to do outside of work?

I still work on all of my own cars. I enjoy boating, snowmobiling and keeping physically fit. One of my favorite hobbies is playing and tinkering with pinball machines and arcade games. I have a couple machines and I play them all the time. Recently I built a multi-game video arcade cabinet.

**What is a key lesson that you have taken from your career thus far?**

**Perseverance! Stay patient and try to keep a positive attitude. Easier said than done! Whether you're working on a difficult project or just lost a big project; or if you are facing a life challenge like switching careers or a job loss – never give up.**

**"In the confrontation between the stream and the rock, the stream always wins...not through strength, but through persistence." -unknown**

**What is one thing your customers might find surprising about you?**

**I love to build animatronic Halloween decorations. You know those houses you go to that have all the crazy moving stuff on Halloween – that's my house, I go nuts. I have flying ghosts, pop-up zombies, fog machines the whole bit. This year I hope to add a 6 foot moving man, maybe a Jason or Freddy or ghoul or something. It's a really fun way to incorporate all of the gizmos that I work with everyday.**

***Thanks to Tony for sharing a little about himself and we look forward to spotlighting his co-workers in the month's to come.***