



RK RUBBER[®]
CUSTOM PARTS FABRICATOR



Ready to be of Service!

Meet Jake

Jake Elbe may be new to the rubber industry, but there is no doubt the countless skills he learned in the U.S. Army make him the perfect person to boost sales for RK Rubber. The company's customers are finding out that Jake adds unparalleled ethics and an ability to solve the trickiest of problems to RK Rubber's vast capabilities.

"The military created a strong value system for me - honesty, integrity and a dedication to one's work is hard to come by nowadays," Jake says. "Also, I can take a problem, evaluate the issue and the other factors involved and come up with a solution that benefits both us and the customer."

Jake served in the Army's 82nd Airborne Division as an infantryman, spending time in North Carolina before being deployed to Afghanistan in 2012. While serving overseas, he was wounded in action and sent home. With the military set to pay for his tuition, Jake enrolled at Concordia University, where he earned his bachelor's degrees in business and criminal justice in just two-and-a-half

years. Two weeks later, Dell contacted him with a job offer.

Jake already has had the chance to fix an unusual problem since joining RK Rubber in August 2017. A customer approached him with some unorthodox questions about rubber compounds that work best with oil while preventing water from leaking through the application. Despite his short tenure with RK Rubber, Jake answered the questions like a seasoned professional.

Jake wants to continue improving at his new role as an inside salesperson to provide the best customer service he can. He truly believes products are just one aspect of a successful sale - the experience a salesman like himself provides is what creates repeat clients.

"I want to create an enjoyable, memorable experience that is mutually beneficial for our clients and our company," he says. "It's not all about the product all the time. If you have an enjoyable experience, you're going to go back to that person."



"I think it's more about asking the right questions and seeing what we have available to them for the applications they are using it for... that helps us develop the best possible solutions for our customers."

Jake Elbe, Inside Sales

[Rely on us!](#)



We are in a state of continuous quality improvement (CQI) around here. You don't mark 120 years in business without that kind of mindset or culture. I am always on the lookout for resources that will make a positive impact for our customers. Be that equipment, technology, or work force.

You can count on RK RUBBER for delivering the best of all of the above!

Dell Gutknecht
General Manager



[Click Here to read more History](#)

Materials Used

Sheet Rubber • Neoprene • White FDA • PVC Sheet • EPDM Sheet • Silicone • Pure Gum • Skirtboard • Open and Closed-Cell Sponge Rubber
Sheet-Rubber Rolls or Stripping—With or Without Adhesive



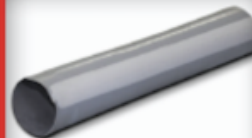
Urethane Feed Wheel



White FDA Nitrile Sleeve



Silicone Coated Fiberglass
Sleeve Splice -
Hot Vulcanized Sewn and Sealed



1/32" Thick Gray Silicone
Spliced Tube



White Nitrile
Rough Top Belt

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EXPERIENCE = SOLUTIONS



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