

## L.J. Star Bolsters Sales Support with New Hires

L.J. Star Inc., a supplier of sight glasses, visual flow indicators, sight port lights and other equipment for chemical and pharmaceutical process observation, has added three new positions to its sales staff.

"We are a growing company and one of the keys to our success has been in-depth customer support." according to David Star, president of the company. "Our new outside sales associates will join the existing Regional Sales staff providing a back-up for local representatives and responding to inquiries from engineers serving processing plants throughout North America."

These two new outside sales associates are Benjamin Royle most recently of Chardon, Ohio and Scott Kloetzer of Akron. Both have significant prior sales and marketing experience.

Royle studied supply chain management in earning his B.S. degree from Miami University where he was the recipient of several academic honors. He has since held a sales position for an industrial construction materials supplier.

Kloetzer studied marketing and sales, earning an AAB at the University of Akron and has served as a territory manager for a leading paint and coatings supplier.

Kloetzer and Royle have begun an intensive training period to familiarize them with the L.J. Star product line and to develop the applications know-how necessary for assisting customers in product selection and installation.

In addition, the firm has bolstered its customer service team by hiring Stacey Supinski for the position of sales support specialist. Supinski and the other new employees will help L.J. Star continue to provide expert customer service and smooth, no-surprises order handling.

To obtain additional information you may contact L.J. Star Incorporated, P.O. Box 1116, Twinsburg, OH 44087. Phone: 330-405-3040. Fax: 330-405-3070. Email: [view@ljstar.com](mailto:view@ljstar.com) or visit our web site: [www.ljstar.com](http://www.ljstar.com).

## **About L.J. Star**

L.J. Star Incorporated provides an extensive line of process observation equipment -- sight glasses, lights, sanitary fittings, and level gage instrumentation. Product lines include Metaglas® Safety Sight Windows, Lumiglas® Explosion Proof Lights and Cameras, Visual Flow Indicators, Sight Ports, Sanitary Clamps, Magnetic Level Gages and Gage Glass. Metaglas is the #1 selling fused sight glass, proven in thousands of installations around the world. Unlike some other sight glasses, it meets stringent DIN 7079 and DIN 7080 quality standards, and it is approved for USP Type I use. For additional information, or to request third-party documentation of standards compliance and product performance claims, contact L.J. Star Incorporated, P.O. Box 1116, Twinsburg, OH 44087. Phone: 330-405-3040. Fax: 330-405-3070. Email: [view@ljstar.com](mailto:view@ljstar.com). Website: [www.ljstar.com](http://www.ljstar.com).