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Dynamic

Request a quote online at www.sourceonex.com

SOURCE1ONE
Your One Source Manufacturing Partner

Fourth Quarter | 2009

Request for quotes made easy



SourceOne's staff works together for the success of its customers. The quoting team includes, from left, Dee Murray, Customer Service Specialist; Elmer Wessel, SourceOne President; Matt Sahs, Quoting Coordinator; Jim Starkey, Sales Manager; Eric Slezak, Automation Tooling Supervisor; Ivan Reed, Division Manager; and Chris Reed, Project and Process Development Manager.

SourceOne recently reviewed our quoting process and realigned staff to create a new quoting team to help better serve our customers.

Our goals were to:

- Improve communication and quotation follow-up.
- Get quotes to customers quickly.
- Offer customers the lowest possible price that is still profitable to SourceOne.
- Improve the accuracy and consistency of price quotations.
- Provide better internal tracking of the various quoting metrics, including quote turnaround time and capture rate.

When the quoting process was reviewed, SourceOne found significant opportunity for process improvement to meet our goals.

"We are constantly working on our quoting, quality and delivery," said Jim Starkey, Sales Manager. "We greatly care about our customers' success."

Five ways to start the quoting process at SourceOne:

1. Call SourceOne at 402-474-6603 or 888-418-7547
2. Contact Jim Starkey, Sales Manager, at 402-540-0380
3. Request a quote online at the SourceOne website, www.sourceonex.com
4. E-mail a request to quotes@sourceonex.com
5. Fax your request for a quotation to 402-474-6605



Our mission to our customers

No successful enterprise can reach its maximum potential without a firm understanding of its past and a clear road map for its future.

At SourceOne, we make decisions large and small guided by our Vision of the future, our Purpose for being and our guiding statement of Mission. We believe that continual focus on our Vision, Purpose, and Mission will enhance our value to you, our customer, to our staff, and to our company itself.

VISION

SourceOne is an innovative industry leader who responds rapidly to customer needs with partnership, loyalty, technology, and a focus on excellence.

PURPOSE

SourceOne exists to be successful by providing for the needs of our customers and employees.

MISSION

- To provide excellent customer service
- To maintain a vibrant, skilled and dedicated work force
- To provide a safe, quality work environment
- To use our diverse capabilities to meet challenges and facilitate growth

SourceOne provides machine build solutions

The SourceOne Machine Build team recently completed a custom automated packaging machine. With one of the quickest turnaround times at SourceOne yet, a longtime customer ordered the machine in August that was completed on-time in October.

"Each machine is different and the turnaround is affected by many things. Through planning and coordination, everything came together," said Eric Slezak, Automation and Tooling Supervisor. "The cooperation between the departments here at SourceOne set us up for success. We were able to re-arrange our plant schedule and put more manpower on this project to meet the deadline."

The runoff process, including troubleshooting and debug checks, impressed the customer who was at SourceOne's Lincoln facility to review the machine.

SourceOne will begin designing and manufacturing a similar machine for the same customer in upcoming months and has built a variety of custom machines for them over the past few years.

"We have great confidence in our Machine Build team," Slezak said. "In the end, we always make it work. Our reputation is always based on the last machine we build."



From left, Chad Essink, Design Engineer; Eric Slezak, Automation and Tooling Supervisor; and Brad Velder, Toolmaker

Customer the focus with Strategic Planning Committee



Harley Schuerman, Special Projects Manager, at SourceOne's booth at this year's Nebraska State Fair

Strategic Planning Committee members know the secret to success at SourceOne. Through a company focus on improving marketing strategies, the committee decided to market to local and statewide potential customers through new methods.

During these economic times, SourceOne has reacted proactively with a special focus on contact with its customers. To target regional markets, SourceOne diversified its marketing efforts and expanded mailing lists for this newsletter.

Several face-to-face events, including a Nebraska State Fair booth to showcase SourceOne's job shop capabilities, participation in the Made in Lincoln section of the Business2Business Fair through the Lincoln Chamber of Commerce with SourceOne sister companies SignCoEDS and Bison, and a plant tour for the Lincoln Downtown Rotary Club. SourceOne employees also represent the company annually at the Lincoln and Omaha Products Shows.



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Three-company manufacturing team

For the first time in the history of Bison, SignCoEDS and SourceOne, the three sister companies joined to represent parent company IMSCORP at a product show.

The Lincoln Chamber of Commerce hosted a "Made In Lincoln" section at the annual Business2Business Fair, and IMSCORP joined the Lincoln-based group of businesses at Pershing Auditorium in downtown Lincoln.

Nick Cusick, IMSCORP President and Chamber of Commerce member, rallied the participation for the "local business only" section of the trade show. The three companies provide manufacturing and support services, a facet of the team relationship that has carried through since the beginning of each company.

For example, in January 2009, SourceOne fabricated for the Downtown Lincoln Association recycling receptacles and SignCoEDS provided the custom lettering. SourceOne welds and powder coats all framework for SignCoEDS' LED and high definition signs. SourceOne also powder coats Bison's sporting goods equipment.

"All three companies always have worked hand-in-hand," said Jim Starkey, SourceOne Sales Manager. "Bison just completed a record-breaking year and their increase in business helps support SourceOne."

In August, SignCoEDS and SourceOne engineers completed a revolutionary project for the University of Nebraska-Lincoln.

The most recent project at Memorial Stadium included the application of vinyl signage, which was designed by SignCoEDS, to the press box. It displays the Husker logo along with National

Championship and historical information. SignCoEDS also created the cabinetry for 600-feet of new ribbon boards and two new 20 feet by 20 feet video screens. Due to the companies' cooperation, the project was completed ahead of schedule.

Job capabilities greatly increase at SignCoEDS because of the expertise offered through the teamwork of both companies' engineers, said Jeff Crandon, SignCoEDS Business Development Coordinator.

"SourceOne helps us with design and makes us unique in that we can build out projects to almost any specification. Overall, it gives us the ability to set ourselves apart from other video board manufacturers because we have the flexibility to customize."



Second from left, Chris Livingston, Bison Sales Manager; Jim Starkey, SourceOne Sales Manager; and Jeff Crandon, SignCoEDS Business Development Coordinator at the Chamber's Business2Business Fair.



Moyer recommends powder coating

"I have trusted SourceOne to refinish several custom and hard to find components. Their work has always looked beautiful and the powder coating is so durable that it shows no wear after years of abuse. I tried having a body shop paint parts for me but, within two seasons, the finish was chipped down to bare steel. So, when I found irreplaceable, original wheels for my 1983 Mercedes wagon, SourceOne got the call. I could have sent them to a specialty shop for refinishing, but prefer to deal with a local company that I know and trust. SourceOne matched the original factory finish, only better."

-Eric Moyer, automotive enthusiast



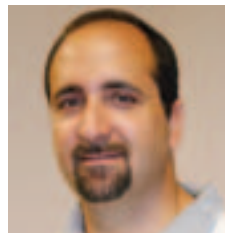
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Published especially for:

Jim Starkey, Sales Manager: Not Just Another Pretty Face

Jim Starkey, Sales Manager, pulls from a wealth of information and knowledge to help companies determine best solutions. He has been in the manufacturing industry for over 30 years, but his interest in machining spans even further. He has an extensive machining and maintenance background.

Starkey, youngest of four boys, grew up in the 1970s in Newman Grove, Nebraska, working alongside his father. He later joined Lindsay Manufacturing, where he gained expertise in machining, engineering, training, supervision and maintenance.

"The process of developing, fixing, repairing and designing is a day-to-day routine for me. It is kind of like a hobby," Starkey said.

Starkey takes ownership and pride in every job, opportunity and customer. At SourceOne, Starkey's belief in good customer service aligns with his fellow employees' values.

SourceOne continuously looks for process and cost improvements that will directly benefit the customers. With a focus on customer service, SourceOne takes pride in approaching the customers with an open door policy while building their partnership with SourceOne, Starkey said.

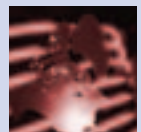
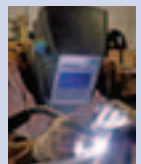
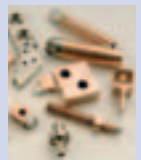
Using his manufacturing background to help provide input with manufacturing or design processes, Starkey helps customers cut costs and improve products because of the diverse capabilities SourceOne offers.

Starkey prides himself on being available anytime for customers to call with questions, ideas or just to chat. Call him anytime on his cell at 402-540-0380.

SourceOne Capabilities

Establish a partnership with us.

- Artistic Fabrication
- CNC Laser Cutting
- CNC Machining
- CNC Tube Bending
- CNC Turret Punching
- Complete Product Manufacturing & Assembly
- Dedicated Manufacturing Cells
- Engineering Design & Drafting
- Expendable Plant Tooling
- Fabrication
- In-Plant Consultation
- Maintenance Machine Work & Repair
- Marketing Consultations
- Offshore Outsourcing
- Packaging
- Plant Automation
- Powder Coating & Finishing
- Pressure Vessel Welding
- Process Engineering
- Product Design
- Production Welding
- Prototyping
- Rebuilding of Special Machines
- Resistance Welding & Electrodes
- Sandblasting
- Sheet Metal Fabrication
- Special Machine Building
- TIG Production Welding
- Tooling & General Machine Work
- Warehousing



Employees of the month

To nominate a SourceOne employee, please contact Ivan Reed at 474-6603 ext. 3195 or ireed@sourceonex.com.



September
Matt Sahs
Quoting Coordinator



October
Brad Velder
Tool and Die Maker



November
Terry Carmichael
Assembly Leadman