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SOURCEONE
Your One Source Manufacturing Partner

Fourth Quarter | 2011

SourceOne and Madonna make a difference

ICARE, a motorized therapeutic elliptical device, is now a reality thanks to a cooperative effort between Madonna Rehabilitation Hospital and SourceOne. ICARE helps people with mobility limitations regain or improve their walking ability and enhance their cardiovascular fitness.

With a \$600,000 grant awarded by the National Institute on Disability and Rehabilitation Research, Judith M. Burnfield, PT, PhD, Director of Madonna's Institute for Rehabilitation Science and Engineering, led a research team including colleague Carl Nelson, PhD, from the University of Nebraska-Lincoln, to develop and test the ICARE. After three years of research and development, Madonna selected SourceOne as its partner to commercialize the equipment.

Victor Witkowitz, Madonna's Senior Vice President and Chief Financial Officer, said SourceOne was the perfect choice to bring the ICARE design to life.

"Madonna and SourceOne have a shared commitment to excellence," he said. "We have a mutual goal of creating things that have value."

SourceOne completed prototype work in Spring 2011 and will produce an additional five machines to help Madonna refine the design and collect test data.

Dr. Burnfield is pleased to see ICARE distributed where it can help more individuals.

"ICARE utilizes mass repetition, which will enable people to regain or improve their ability to walk at a lower cost than with robotic devices that are only available at specialized rehabilitation hospitals," she said. "SourceOne has helped us refine and develop ICARE into a device that is ideal for a variety of health care settings."

SourceOne President Elmer Wessel said SourceOne is proud to partner with Madonna on such a pioneering project.

"Madonna is a world class research facility that has significantly tested ICARE with more than 130 patients," Wessel said. "To be a part of Madonna's dream to help people with severe neck injuries learn to walk again with this affordable machine is a privilege." SourceOne's Chad Essink, the chief designer of this project, has done a great job," Wessel notes.

ICARE was selected as a finalist for the International da Vinci Awards®.



SourceOne worked with Madonna Rehabilitation Hospital to build ICARE's first prototype for commercial use.

a competition established in 2001 by the Michigan Chapter of the National MS Society to celebrate people who triumph over disabilities and those who have developed new technologies to enhance mobility.

★ See page 4: SourceOne Customers at Guardians of Freedom Air Show ★



Our Core Competencies

SourceOne best serves those customers who seek to maximize the benefit of outsourcing by engaging SourceOne at the earliest possible time in the planning, design and implementation of automation, tooling and production projects that require the widest range of competencies. These competencies include, but are not limited to, product and tooling

design and construction, machining, fabrication, powder coating, assembly, packaging, warehousing and order fulfillment.

While SourceOne is prepared to provide services and products that take advantage of single or limited numbers of manufacturing capabilities, we encourage customers to think of SourceOne as Your One Source Manufacturing Partner.

SourceOne prizes relationships above all

At SourceOne, strong relationships are treasured more than any precious metal. Whether working with a potential new customer or a long-standing partner, SourceOne is committed to going the extra mile to build a partnership.

Going the distance for Neapco

The team proved its willingness to go above and beyond with its recent partnering with Neapco, a company that designs, manufactures and distributes driveline systems and service parts for a variety of vehicles. Though headquartered in Pottstown, Pennsylvania, the parts will be delivered from a factory in Beatrice, Nebraska.

Special Projects Coordinator Ivan Reed estimates SourceOne will powder coat 380,000 axle shafts and 170,000 prop shafts for Neapco each year, as well as wet paint about 70,000 drive train shafts. SourceOne and Neapco have worked together more than 10 years on a variety of projects, including powder coating.

Wet painting is uncharted territory for SourceOne, but components of Neapco's drive train shafts are unable to withstand powder coating's high curing temperatures. In answer, SourceOne set up a wet painting bay that will be in operation December 1.

"This is a whole new process for us," Reed said. "We're working together to solve challenges, and so far it's going good."

Paul Melick, Neapco Supplier Development Engineer, appreciates SourceOne's dedication to its customers.

"They're very open minded and were willing to venture into something new," he said. "They are very responsive and always ready to help with situations that sometimes are outside of their control."

Finding a new partner in AKG

SourceOne is excited to prove its merit to new customer AKG of America Inc., a manufacturer of brazed aluminum heat exchangers. SourceOne began manufacturing surge tanks, shrouds and motor mounts for AKG in March, cutting, bending, welding and powder coating each piece of steel.



Tyrone Gentry, Powder Production Associate, prepares powder coated axle shafts for transport to Neapco.

Division Manager Chris Reed said AKG was attracted to SourceOne because of its prime location. Previously, AKG's manufacturing facility in Mitchell, South Dakota, was supplied with steel parts by its facility in Mebane, North Carolina.

"AKG wanted to build a supply base in the Midwest and located SourceOne through an Internet search," Reed said. "After visiting SourceOne, they saw we had the capabilities they were looking for."

Though AKG was interested in SourceOne's ability to do both sheet metal fabrication and powder

coating, Reed believes one of SourceOne's most impressive strengths is its dedication to building customer relationships.

"AKG has been very up front with their expectations for delivery, quality and cost," he said. "SourceOne has been honest about our capabilities and ability to meet these expectations. Like any relationship, when you're able to have open discussions it leads to a better understanding for both parties."

Ron Prichard, Director of Supply Chain for AKG, said AKG chooses its partners very carefully. "We supply directly to our customers, so we need to align ourselves with suppliers who can respond to unexpected demands and do what they say they will do," he said. "There's no time to have relationships that are not built on trust. I'm so impressed that everyone at SourceOne has been very supportive of our startup."

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From left, Hank Orme, Lincoln Industries President; Nick Cusick, CEO; Don Gogan, Harley-Davidson Vice President Materials Management; Yadi Kamelian, Lincoln Industries Vice President of Materials and Customer Service; and Jaison Battle, Harley-Davidson Director of Indirect Procurement & Materials Planning, celebrate a successful partnership at a September event.

José Gallegos, Production Associate, displays the 5 millionth Harley-Davidson sprocket.

Teaming up for mutual success

SourceOne and Lincoln Industries have enjoyed a successful partnership spanning almost two decades, and they have 5 million sprockets to prove it.

Employees from both companies gathered with representatives from Harley-Davidson on September 12 for a luncheon and presentation in honor of the achievement.

“This is a momentous occasion,” said CEO Nick Cusick. “Five million sprockets is a big number. I want to thank everyone we’ve partnered with throughout the past 17 years to make this happen.”

Hank Orme, Lincoln Industries President, applauded the collaboration among the three companies.

“Everyone worked together to make great progress on this project,” he said. “The quality of this product is just amazing. I want to thank everyone for the thought that has gone into this project year after year.”

Lincoln Industries started hard

chrome plating the teeth of the sprocket, which is part of the drive train, in 1991. In 1995, a partnership was formed with SourceOne to provide Harley-Davidson with a finished sprocket.

“This project has been nothing but a success,” said Yadi Kamelian, Lincoln Industries Vice President of Materials and Customer Service. “Our plating gets better and better every day, and this is a testament to the people of Line 55 for maintaining such a high level of consistency with these parts.”

According to Kamelian, what makes the partnership flourish is the similar values Lincoln Industries and SourceOne share.

“We are aligned in terms of what we believe in, such as collaboration, integrity, well-being of our people and fairness,” he said. “At the end of the day, our intention is to create a win-win-win situation collectively between Lincoln Industries, SourceOne and the customers we serve.”

Farshid Sabetrasekh, a Lincoln Industries Account Representative who oversees the final inspections for the Harley-Davidson line, works hand in hand with SourceOne to ensure the project’s continued success.

“We work together to solve potential problems and keep our customer happy,” he said. “SourceOne does a very good job, and I thank them for everything they do for Lincoln Industries.”

But no one is more pleased with the success of the project than Don Gogan, Harley-Davidson Vice President Materials Management.

“To see 5 million sprockets being manufactured is truly stupendous,” he said. “I thank everyone not for just making parts, but for fulfilling the Harley-Davidson dream for our customers. We have a great partnership with Lincoln Industries and SourceOne, and we look forward to a great future and the next 5 million sprockets.”



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Air show honors freedom, veterans

All heads were turned to the sky September 10 and 11 during the Guardians of Freedom Air Show in Lincoln, Nebraska.

Among the more than 250,000 people in attendance were SourceOne employees and guests who watched the impressive display from the Lincoln Chamber of Commerce VIP tent.

"Getting the jumpers' autographs and pictures was great, but when they landed right in front of us

it was amazing," said Janine Ramos, Buyer/Planner for Timpte. "We enjoyed being so close to the action. The overall event was spectacular, and we feel very privileged to have been a part of it."

John Miller, President/CEO of Oxbow Animal Health, was thrilled to share the experience with his 91-year-old father, Glenn, and 27-year-old son, Nicholas. Glenn served as a Marine pilot and flew 77 missions in a SBD dive bomber in the Philippines. "The VIP treatment shown to my father, and all of us, was very special," he said. "In the tent and viewing area, Dad was treated with the utmost respect that is due to all of our veterans. I was very impressed with the Chamber and SourceOne. Thank you for the great time."



Guests of SourceOne at the Guardians of Freedom Air Show on September 10 included: from left, Gale Starkey and his brother Jim Starkey, SourceOne Sales Manager; Nicholas, Glenn and John Miller, President/CEO of Oxbow Animal Health; and Stan Ebels, friend of the Miller family; and, front, Janine Ramos, Timpte Buyer/Planner, with her children, Natalie and Eli. Gale, who served four years in the Army and spent time in Vietnam, and Glenn, who served as a Marine pilot, were only a few of the many veterans on hand to celebrate the event.



Natalie and Eli, children of Timpte Buyer/Planner Janine Ramos, capture a moment with the Blue Angels crew.

CAPABILITIES & CORE COMPETENCIES

- **Engineering Services**
 - Design & Prototyping
 - Process Engineering
 - In-Plant Consultation
 - Rebuilding of Machines
 - Specialty Machine Build
 - Plant Automation
- **Sheet Metal Fabrication**
 - Laser Cutting
 - Punching
 - Bending & Tube Bending
 - Pin Insertion
- **Machining**
 - CNC & Tool Room
- **Welding**
 - Induction
 - Resistance
 - Robotic
 - TIG & MIG
 - Pressure Vessel
- **Powder Coating**
 - Automated Line
 - Batch Booth
 - Sandblasting
 - Any Size or Volume
- **Added Services**
 - Assembly & Packaging
 - Warehousing & Shipping
- **Specialized Services**
 - Artistic Fabrication
 - Dedicated Manufacturing Cells
 - DuPont® Star Coater Certified Powder
 - Custom Electrodes
 - Complete Product Manufacturing
 - ASME Certified Pressure Vessel Welding
 - Maintenance Machine Work & Repair

VISION STATEMENT

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

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Employees of the Month

To nominate a SourceOne employee, please contact Chris Reed at 402-474-6603 Ext. 3211 or creed@sourceonex.com.



September
Brad Velder
Tool & Die Maker



October
Dale Jones
Production Leadman



November
Kathy Casburn
Project Coordinator