

minnesota SOCIAL MEDIA In the Workplace » P.24

BUSINESS

INFORMATION & INSIGHT FOR GROWING COMPANIES

DECEMBER 2011

MADE *in* MINNESOTA

MINNESOTA MANUFACTURING AWARD WINNERS



Jon Lee
Mold-Tech
» p. 36

Darlene Miller
Permac Industries
» p. 32

Dave Slanga
Aggressive
Hydraulics
» p. 34

Elizabeth Abraham
Top Tool Company
» p. 38

Mike
Schuffenhauer
Multisource
Manufacturing
» p. 41

MultiSource
MANUFACTURING LLC

www.multisourcemfg.com



Manufacturing
Executive of the Year

Mike
Schuffenhauer

Manufacturing Executive of the Year

Mike Schuffenhauer leads Multisource Manufacturing to new heights.

WHAT DO YOU GET when you combine high-level personal customer service, a broad spectrum of services and a sound quality system, with a strong, committed ownership group? Quite simply, Multisource Manufacturing. And at the helm of this exceptional organization is President Mike Schuffenhauer, this year's Manufacturing Executive of the Year in the Minnesota Manufacturing Awards.

After graduating from the University of St. Thomas, Schuffenhauer invested five years at Larson Allen, followed by an additional 13 years at Awardcraft. "Each of those companies grew quite a bit during my time with them—both organically and through strategic acquisitions."

After leaving Awardcraft, Schuffenhauer searched for an opportunity where he could parlay his experience and interest in growing a company to the next level, helping that entity realize its full potential. Burnsville-based Multisource Manufacturing, which offers a broad range of precision machining, electrical and mechanical assembly, tool and die, and equipment build services, seemed a perfect fit.

"I spent some time getting to know our people, capabilities and strengths, and have worked to get our key people into the 'best fit' position for them," Schuffenhauer says. "I also have involved them in larger goals than their own specific personal or divisional goals, all the while maintaining high levels of customer service."

Schuffenhauer is an industry leader who knows how to get the job done. "I've added a combination of energy, experience, optimism and success-driven thinking to what was a very good business, which needed these resources to take the next step," Schuffenhauer says. "I think I've helped the company internally by identifying the vast network of internal resources we have to help make the overall company successful. We're less focused on each location, and more on how to grow and


be successful organizationally. I believe I've also helped us take more of an 'outside-in' look at the business and modify some of our customer service approaches."

Schuffenhauer stresses that the key to Multisource's success is the company's committed ownership group, who reinvests earnings into equipment, acquisitions and projects, and provides the operating group latitude to lead the business, while also providing the value of their business acumen and experience in multiple disciplines.

"Our employees also are the ones who 'make it happen' for our customers. We've built a team of key contributors who are willing to work hard to jump through what are often-significant barriers to entry, with an appropriate balance of patience and aggressive pursuit," Schuffenhauer says. "At the same time, we have maintained our smaller-business focus, realizing that many of our 'smaller' customers helped us build our company—and some of them have become very large customers."

Striving to create a company that continues to work hard, serve its customers, take care of its employees, and lead with conviction is at the root of Schuffenhauer's efforts. "The fun part is the unpredictability and fast adaptation that is required—and possible—within a business where so many good people are vested in its overall success," he says.

Schuffenhauer says that recognition like this award is the confluence of many factors—few of which are within one's control.

"It's a symbol that we're doing some things well, and the results have followed our diligent work and our continually-improving ability to adapt and change through all sorts of outside factors including the overall economy, industry segment challenges, etc.," Schuffenhauer says. "It's also a challenge to continue the progress, to grow the business and keep our momentum moving forward into the future. It means that when you work hard and listen to a lot of ideas to find the best, good things can happen." 

"The fun part is the unpredictability and fast adaptation that is required—and possible—within a business where so many good people are vested in its overall success."

MultiSource
M A N U F A C T U R I N G L L C

www.multisourcemfg.com