



P&L COMPANIES

January Newsletter

President's Corner

By Phil Lieber

Last month I talked about cleaning up after a major snow storm and this month I feel more like Punxsutawney Phil in Ground Hog day with all the snow we have received in the last month. Based on conversations with customers and other business owners, the economy is starting to show some signs of moving in the right direction, but it will be a slow process.

For P&L Companies, we added 5 new Technology customers in December and booked 12 new leases the last week of December, plus moved some older blade servers through 2nd-Byte, so our numbers for December were a good way to end the year. Here's wishing everybody a prosperous 2010!

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P&L Technology Success Story

By Steve Heller

New relationships form for a variety of reasons, but the bottom line is that one organization trusts another to solve a problem and maintain a value added on-going solution. We recently started a new partnership with an organization that had been down for over 2 days while their current provider tried to trouble shoot the issue. The incumbent provider's solution to the problem was for the company to purchase a new server, licensing, and rebuild their system. Our technicians went onsite to assess the issue ourselves before making any recommendations and in 15 minutes had solved the problem without any procurement necessary. The difference in business models was exemplified in the most tangible way in that situation. Rather than propose new equipment and installation which may have solved the problem but cost into the tens of thousands; we just dug deeper to get to the root cause and found the solution.



P&L CAPITAL

Transforming the way Businesses Finance Technology.



P&L TECHNOLOGY, INC.

Technology Solutions that Work for Business



Getting Started with 2nd-Byte

By Sam Schlegelmilch

The start of a new year provides a chance to reflect on achievements of the past and a chance to look forward to new challenges and opportunities. 2009 was good to 2nd-Byte; we established many new relationships and continued to reinforce long standing ones. The biggest event that occurred during 2009 would have to be our market penetration with School Districts. As State and Local programs are pushed to provide the same level of service with fewer funds, the 2nd-Byte business model is a perfect fit for the budgetary struggles facing the most noble of professions.

Looking forward, one of the major modifications to our business model will be entry into the rental arena.

During 2009 we encountered a few opportunities to provide workstations to local businesses on a temporary basis. Reasons facilitating the need for temporary equipment vary greatly, from a fund raising event to a training seminar. For whatever the reason, with our wide array of equipment and our ability to deliver and setup on-site, please consider 2nd-Byte for your short term IT needs. Whether it's one workstation or a dozen laptops, I'm confident we can manage your needs.

For more information regarding equipment rentals, please feel free to contact me at (402) 861-7536.

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Technology Tip

By Kyle Swanda

Custom Keyboard Shortcuts in Word 2007

In our last technology tip, we gave some keyboard shortcuts that you might save you some time if you're on the internet a lot. In this technology tip, we want to give you some quick keyboard shortcuts for use in Microsoft Word.

Anyone who has spent an excessive amount of time in Microsoft Word is usually well aware of a few keyboard shortcuts. These nifty key combinations are useful when you spend most of your time in the application. It saves time by not having to reach for the mouse every time you want to do something.

Most people are familiar with the basics. CTRL+S for Save and CTRL+B, I, or U, for Bold, Italics, and Underline, but what if there is a specific task you do over and over in word that doesn't have a shortcut assigned to it? Well, if you have Word 2007, you can set them up yourself.

Start by clicking on the **Office Button** at the top of the screen and then **Word Options**. Click **Customize** on the left menu and then **Customize** next to "Keyboard Shortcuts." A menu

will appear and list all of the commands within Word 2007 and are grouped accordingly. Select the command you want a shortcut for and type it into the **Press new shortcut key:** box. If this shortcut is already assigned to another command it will let you know. Once you have selected your command and typed in your new shortcut key, click the **Assign** button and close out of the windows. Now whenever you hit that key combination, Word will perform the exact command you want.

If you are running Word 2000 or 2003, you cannot setup your own shortcuts, but here are some frequently used ones to save a little time.

Save	CTRL+S or Shift+F12
Save As	F12
Select All	CTRL+A
Find	CTRL+F
Font	CTRL+D
Spelling and Grammar	F7
Thesaurus	SHIFT+F7
Undo	CTRL+Z
Redo	CTRL+Y
Close Doc	CTRL+W or CTRL+F4
Delete Word Forward	CTRL+Del
Delete Work Back	CTRL+Backspace

Recently Completed Transactions

By Phil Lieber

A technology rotation lease (TRL) for a local engineering firm.

A local irrigation company outsourced its IT to P&L Technology and also partnered with P&L Capital to put a Technology Rotation Lease (TRL) in place.

A Lincoln, NE software developer partnered with P&L to finance its investment in new phone systems. They wanted to match up the useful life with a monthly expense.

An upstate New York car dealer financed a new sign through P&L Capital.

Company Spotlight: Investors Realty, Inc.

By Steve Heller

Since 1975, Investors Realty has helped our clients buy, sell, lease, manage, and invest in commercial real estate throughout the Omaha area. Large or small, simple or complex, we have successfully gotten the job done. The secret to our success, however, is not in the buildings we've sold, the land we've developed, the office and retail space we've leased or the properties we've managed. It's in the relationships we've built - relationships based on trust, professionalism, market knowledge, an unsurpassed level of service, and a focus on helping clients advance their business objectives. If you're interested in commercial real estate brokerage or property management services in the greater Omaha area, you won't find more dedicated - or qualified professionals anywhere. We're Investors Realty. We're ready to go to work for you!

Investors Realty hopes everyone has a safe and successful 2010! Here are some tips from our property managers for smart snow removal taken from the September 2009 edition of our [Commercial Real Estate Digest](#). As a property owner you need to determine your priorities: care of your concrete, being environmentally friendly, elimination of slips and falls, budget, clean-up costs, and appearance of your property during and after the snow. Once you have your priorities figured out, determine the appropriate snow management techniques and chemicals for your property.

The first step is to remove as much snow as possible on sidewalks and drives before treating with chemicals. This reduces the amount needed. If you decide to pre-treat, a quality contractor and de-icing vendor can provide training in this method. Federal Highway Studies have proven it can be 10 times more cost effective to pre-treat or anti-ice than simply de-icing. There are a lot of choices when it comes to melting snow and ice. There are different chemicals and salts, with different application rates. Your concrete company may specify a certain product. Some chemicals require specialized equipment. In addition to specifying the product you should specify the quantity of product to use. We make sure our snow removal contractors don't over treat which causes increased cost and unnecessary damage and cleanup. Sidewalks should be blown or swept off after a storm and power washed after the season, especially next to buildings. Make sure to clean off new concrete. You should also consider applying a sealer to new concrete before the winter season.

As you can see, there is a lot to consider when contracting for snow services. Many contractors can push snow but true professionals and quality products make the business efficient and environmentally friendlier. Snow and ice management can be complicated and it is important to have a competent contractor and someone to manage that relationship. For more information on our services in the areas of commercial real estate sales, leasing, investment, advisory consultation and property management and to get more valuable information see our past and current newsletters at www.investorsomaha.com or call us at 402-330-8000.