



PRESIDENT'S CORNER

By Phil Lieber

Today is election day in Nebraska and they predict a 15% turn out at the polls. With the many issues we are facing, it is critical we vote and be heard. The only way the politicians will listen is with our vote! The vote on the new arena in Lincoln is one of the most pressing issues that the Lincoln population has faced. It could set the tone for years to come. The very first concert I ever attended was in 1976 at Pershing Auditorium and we recently exhibited in this facility

as part of a chamber function and I swear nothing has changed. Here's to passing the arena vote!

Please get out and vote!

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P&L TECHNOLOGY SUCCESS STORY

By Steve Heller

Whenever a new customer selects P&L Technology to be their IT solution provider, there is a transition period while the implementation is carefully planned and scheduled. During this time, there is preparation on the client side to ready themselves for this transition whether it's an internal change or a vendor change. In every case this is a sensitive time to make sure that all ends are ready and in most cases, the implementation is able to start and the process is transparent to the customers' employees. There are some cases though in which there is a gap in service and the customer can be open to potential service items. P&L's brand promise of 100% Accountability doesn't start at the implementation stage. We are 100% accountable from the beginning sales process to the transition to the support desk. Recently when a potential customer had agreed to do business with P&L and suffered a difficult transition process due to the loss of internal support, P&L sent technicians out to trouble shoot and address items well before the implementation was scheduled to begin. Organizations choose to do business with P&L as they have the confidence we will be there when they need us, and we are not going to disappoint!



P&L CAPITAL



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Putting our Customers in a Position to Win



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GETTING STARTED WITH 2ND-BYTE

By Sam Schlegelmilch

Returning from a business trip to Texas reminded me of how much I miss summer; it was in the low 90's the entire time. Over the last few months, business has been moving at break-neck speed, so a little time out of the office was much needed. One of the reasons for our high volume of business has to do with our recent off-lease returns; the Core2Duo desktops have arrived. With the economy where it is, many businesses are looking to reduce or eliminate their annual IT investments and instead upgrade existing equipment or better yet purchase off-lease IT gear. Our ability to provide quality off-lease IT equipment, like the Core2Duo's, at prices far below that of a new product has allowed us to stand out even more from our competition. We also have a large assortment of off-lease laptops and some excellent servers. These are truly Grade A units, so don't miss out on a great opportunity to capture some substantial savings. This will help you keep your existing capital available for growing your customer base.

In the current business environment, we've seen a major decrease in sales on both coasts, but our Midwest customers appear to be weathering the storm well and moving forward at a good clip. Please visit us at www.2nd-byte.com to view our inventory!

TECHNOLOGY TIP: MANAGING OUTLOOK JUNK MAIL LISTS

By Kyle Swanda

Spam is a problem for just about everyone out there. It is very annoying and seems to come non-stop. Most of the spammers these days are finding more and more ways to try to get spam past companies' spam filters and into your inbox.

Some of the tricks of the trade are misspelling certain words, spelling words with numbers in them, spoofing email addresses, and infecting people's PCs with spyware and having them send the spam for the spammers. The last two will present themselves as messages that are clearly spam that appear to be coming from you or someone you know.

Changing a few settings within Outlook can help to manage these messages much more effectively and allow you to spend more time working. Under Tools and then Options in Outlook, there will be a Junk E-mail options button. Click it to bring up the settings. Here you can choose the settings you want. For most corporate users and users of P&L Technology's mail filtering, this setting will have little effect as mail is filtered before it even arrives at you inbox. If you find that you are getting too many messages in your Junk Mail folder, you can try to reduce this setting to either **Low** or **No**

Automatic Filtering.

The other option on this primary tab is the **Permanently delete junk mail**. This will delete any message that ends up in your Junk Mail folder automatically. It is not recommended as sometimes you will have legitimate messages go to junk and they would be lost forever and you would never know about it. The other tabs will allow you to set **Safe Senders** and **Blocked Senders**.

If you continue to see a message from a specific person go to your Junk Mail folder, you can add them to the safe senders list and messages from them will always go to your inbox, while emails from people on the blocked senders list will always go to junk. It usually doesn't work to add random spam messages to the **Blocked Senders** list as most spammers don't use the same email address over and over again. This function would be useful to block emails from a specific person or company.



RECENTLY COMPLETED TRANSACTIONS WITH P & L CAPITAL CORP., INC.

By Phil Lieber

- ❑ An established Buffalo Wild Wings in West Virginia required additional technology and P&L Capital provided approval based on time in business and ownership.
- ❑ P&L Capital provided lease financing for new computers and copiers for a new hospital.
- ❑ P&L Capital structured seasonal lease payments for a P&L Technology customer that is upgrading to new servers. The payments match up with cash flow.

COMPANY SPOTLIGHT: U.S. PROPERTY

By Matt Lieber

U.S. Property is a diverse company that develops, owns and manages commercial, industrial and residential property.

US Property was founded with the mission of providing right-sized Real Estate solutions for its clients. The commercial real estate company, now owned by Monte and Lisa Froehlich, has been in business since 1970 and today manages more than 800,000 square feet of commercial space. U.S. Property is actively developing both industrial and mixed-use commercial properties and also owns and manages 300 residential units.

U.S. Property owns several buildings in downtown Lincoln including the historic Grand Manse. This regal building was once the US Post Office and Court House. In its renaissance, The Grand Manse is a blend of residential apartments and condos, business and event space. The Grand Manse is also the new home of P&L Technology’s Lincoln office.

U.S. Property also owns and manages HomeBase Storage. With all of its diverse business operations, U.S. Property needed IT support that can handle a broad spectrum of industry-specific software, and quickly and affordably resolve IT issues.

Think of U.S. Property if you are looking for business space, downtown living or unique event space for your next corporate meeting, tailgate, or party.

