

Warren Young**CEO, Acme Industries,
Elk Grove Village**

"Beyond Precision" is more than a tagline for Acme Industries; it's also a philosophy that has guided Warren Young since he acquired the tooling and manufacturing company in 1998.

At the time, the company had annual revenues of about \$18 million. This fiscal year, Acme's revenues are expected to exceed \$70 million, with projections of \$100 next year. Some of Acme's industry values include "exceed the expectations of our customers by doing the 'tough stuff' with exceptional service and responsiveness and persistently strive to improve and be the best in our business."

But to Young, the true sign of success lies in giving back. He is now a board member of the Elk Grove Chamber of Commerce and the Tooling and Manufacturing Association, where he has held all major board offices. Young is spearheading the development of the Greater O'Hare Manufacturing Alliance, which is aimed at helping manufacturers in the region with marketing efforts to connect with customers and supplies, as well as with staffing and recruitment programs.

In addition, he's leading an effort

**Warren Young**

with the local chambers of commerce to work with high schools and community colleges to introduce manufacturing to young people as a viable job alternative.

"The image of a dirty, oily sweatshop no longer applies to manufacturing. Warren is establishing programs to provide local jobs to young people interested in learning how to become a craftsman," said Tom Walter, CEO of Tasty Catering, in his nomination of Young.

Scott Rediger**CEO, Access Media 3, Naperville**

If necessity is still the mother of invention, then one of its "offspring" must be Access Media 3.

Four years ago, CEO Scott Rediger saw an opening — and seized it. From where he was sitting, no media company was offering people in apartments, condos and other multiple-dwelling housing the kind of TV, phone and Internet services he knew they wanted.

In 2007, Rediger co-founded Access Media 3 and now serves nearly 40,000 customers in 350 buildings. Service underscores his mission statement, which he can reduce to one word: passion.

"It's passion — passion for the customer, passion to be the best we can be," he said. "We know we're not always going to be perfect, but we'll always listen."

AM3 has secured rapid growth by winning the competitive bids hosted by owner and associations, and also entered new markets by acquiring similar operations in Minnesota and Florida.

The rapid and focused integration of the existing customer base has enabled AM3 to maintain the base business

**Scott Rediger**

and add new customers immediately in those markets.

AM3 now employs more than 75 employees, with more than 55 of those in the Chicago area. Rediger promotes a "customer first" corporate culture, where employees are encouraged to make decisions that will benefit their customers.

Each complaint is answered and followed through until the customer is satisfied.

Michael Sanfratello**CEO, Advanced Wiring Solutions,
Alsip**

It's a phone call that either forges new business relationships and makes new friends or destroys them and creates enemies.

Such was the position of a local manufacturer whose plant was flooded by a major storm wiping out computers, cabling and power. Michael Sanfratello, and his team at Advanced Wiring Solutions, assessed the damage and worked to bring the client back online with a few days.

To Sanfratello, it was "just" a normal response to a phone call — and the way he normally responds at the helm of Advanced Wiring Solutions.

In the past three years, Advanced Wiring Solutions has seen a 24 percent increase in growth, and the company plans to reach \$10 million in revenue within the next three years. But Sanfratello is modest in his success, noting his team of 42 employees that have made Advanced Wiring what it is today. Forty percent of the staff have been with the company for 10 to 12 years, he

**Michael Sanfratello**

noted.

"I understand and recognize that the company would not be successful without the team of people that I have," he said. "Therefore, we provide ongoing training for all of our team members, excellent compensation and incentive programs, top level insurance benefits, a retirement plan and a comfortable, positive environment."

Kevin Nemetz**Principal, tix4cause, Naperville**

Think of tix4cause as an e-marketplace — with a higher and greater purpose.

Tix4cause is a site that allows people to purchase sports, music and theater tickets as well as golf, dining and lodging packages. The twist is that 90 percent of the proceeds go to the cause, forming the ideal win-win-win scenario: the cause receives a charitable donation, the donor gets a tax deduction and the bidder gets face-value tickets to premium events.

Kevin Nemetz said the idea for the site came to him after attending a White Sox game. As he sat in premium "scout" seats behind home plate, he noticed a number of unfilled seats. His observations led him to start the site, where businesses or individuals with tickets they cannot use can offer them for sale, with the proceeds going to charities.

Since 2009, tix4cause has resold more than 400 tickets and donated more than \$100,000 to charitable organizations — from the Ronald McDonald House of Chicagoland to the

**Kevin Nemetz**

Naperville Jaycees.

"We started it to do something meaningful," Nemetz said. "Because if we make it meaningful and it provides value, you'll have a sustainable life."

"And we did it based on one word, and that's empathy. We use empathy and we put ourselves in the shoes of the charities," he added. "We're helping them every single day."