

2013 EMERGING BUSINESS OF THE YEAR



Absolute Dimensions, LLC

Owner	Stephen Brittain and Michael Rickords
Nature of Business	Machine Shop
City, County	Wichita, Kansas
Phone/Website	(316) 944-2211/www.absolutedimensions.com
Structure	Limited Liability Company
Began	March 19, 2004
Employees	24 employees
KSBDC Consultant	Alan Badgley

While working for other businesses, Steve paid attention to the decisions made, both good and bad, because he always thought one day he would own his own business. Steve, his wife, Miranda, and her father, Michael Rickords, were able to start their business in March 2004 with perseverance and with help from the KSBDC.

Lenders were reluctant to loan to start up machine shops after 9/11, and the partners were turned down 10 times. With help from the KSBDC to provide a more complete business plan, they received funds to get started, and they grew steadily during the next few years.

Steve noted, "Learning to be prepared became a major lesson. Remember, when things are going well, the banks will loan you money. When you really need the money, it is very difficult!"

The Aerospace industry was hit hard in 2008, when Absolute Dimensions went from their highest month ever to their worst month ever, back to back! After hitting a new low in sales in 2009, they were able to go through KSBDC's Strategic Planning in 2010, which brought them together as a team. Everyone had similar goals but they weren't headed in the same direction. Through Strategic Planning, they focused on specific steps for success, such as going lean and insuring on-time delivery. By implementing these steps, they were able to outlast their competition. Over the past four years, they increased sales by an average of over 55% per year, and they now employ 24.

SECRET TO SUCCESS

"Constant evaluation of all aspects of your business is very crucial to your success.
It takes a lot of hard work and real dedication!" – Steve Brittain

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