



**sun microstamping technologies**

DEPENDABLE AND VALUE-ADDING

**SPECIAL  
POINTS OF  
INTEREST:**

- **Strongest December in years**
- **2010 off to a great start**
- **Mexico Operation gearing up for a 20% Sales Increase over 2009**
- **Sun Delivers Parts to a customer via Snow Mobile**

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ISSUE 6

JANUARY 2010

## What's New at Sun Microstamping

Happy New Year! Sun Microstamping Technologies' "A Team" returned to work last week rejuvenated and eager to kick off the 2010 work year. We hope you all had an enjoyable holiday and feel refreshed as we move into the New Year. With 2009 behind us we optimistically look to 2010 and we are forecasting a strong year, which we are sure will have its ups, downs, challenges and successes but we are confident Sun's "A Team" can work together to ensure our company prospers this year.

December was an eventful month. Due to customer demand we were unable to have our normal

Christmas shutdown. Sun had a team that worked throughout the Christmas / New Year timeframe and on behalf of Sun we would like to thank each of them for sacrificing their holidays to keep our customers running. Sun Microstamping Technologies went above and beyond using any method necessary to keep our promise to deliver parts to one North Eastern customer caught in the Blizzard of 2009. Also in December Sun honored our long term employees with Service Awards, please read the attached Newsletter to find out more information about these stories.

## A Letter from the CEO

Firstly, I would like to wish all our readers a Happy and Prosperous New Year. After our strongest December for years, January is following the same trend. Sun's bookings going into the first quarter of 2010 look very encouraging, so 2010 is off to a great start! Also our Mexico Operation is gearing up for a 20% sales increase over 2009.

2010 will be a year when Sun Microstamping Technologies consolidates its' position as a Dependable and Value-Adding supplier to our

growing customer base. During the last two years Sun has worked hard to keep together its "A Team".

As we start the new decade Sun has a team of employees and stakeholders that has the competence, experience and continuity to deliver dependable service and the skills to add value to all our customers. "Bring on the Decade!"

Kind Regards,  
Bryan Clarke  
CEO

*Sun will be conducting Market Research Surveys the next couple of months.*

## Marketing Department Update

Sun Microstamping Technologies had a strong 4<sup>th</sup> Quarter of 2009 in regards to sales. We are carrying that momentum into 2010 and are generating some new innovative Marketing ideas. The Marketing Department will be conducting some market research surveys over the next couple of months. We will be selecting a handful of key customers and suppliers to participate in these surveys. If you are chosen please help us by participating. These surveys will be designed to give us the necessary feedback to better serve our customers and help with our Brand Positioning. Next month we will release our Tradeshow line up for 2010 Sun will be adding a few Medical

Device shows to cater to our growing customer base in the Medical Device Industry.

Sun is hosting our Annual Sales Meeting at the beginning of February. We are welcoming our Sales Representatives from around the country for a two day meeting of the minds. Also, Sun would like to welcome our newest member of the Sales and Marketing Department, Diego Herrero who will be predominantly working at our Mexico Division. He is a recent graduate of the University of South Florida, Magna Cum Laude and he holds a degree in Mechanical Engineering.

## Sun Keeps a Promise to a Customer

Many of you I am sure, were either affected by or heard the reports about the North Eastern Blizzard of 2009. This was the worst weather some regions of the North East had seen in the last 30 years! Sun has a number of clients in the North East and this Blizzard was hitting them the week Sun was going into the partial Christmas shutdown. Our valued customers needed to receive their parts before we went into partial shutdown. To one customer in particular, we made a promise that we would deliver the parts in time for them to manufacture their parts for their customer. However, when the Blizzard hit all airports in the region shut down. We were unable to get the parts delivered on Friday as promised and could not get the parts in until Sunday morning when the airports re-opened and the customer had to ship Monday afternoon. Some roads were still closed early

Monday morning and the parts had to be delivered before they fired their machines up at 6am so they could ship on time. It was beginning to look like Sun would be unable to keep their promise but, our "A Team" was unwilling to give up. So after a few calls we were able to find a courier willing to deliver the parts even if he had to use his snow mobile to get the shipment to the customer. The parts were delivered via snow mobile just in time for our customer to ship to their customer on time. This is the first time in the history of Sun that a snow mobile has been used as a delivery method. This is another example of Sun's "A Team" taking extreme measures to uphold their promises to a customer and to ensure our customer's satisfaction.

# Sun Successes

As we ended the most turbulent year in our history, we come into the New Year with much optimism as the future is looking cautiously bright. We have been successful to endure this time with the support of our most precious asset – Our people or as we like to call them our “A Team”. Sun continues to achieve gains in all company metrics because of the ambitious and positive attitude displayed by our “A Team”. We share the common goals, desires and drive of our company’s vision and success. We look forward to supporting our customers’ current programs and solving new projects with our innovated technologies and capabilities. With this, I wish all our customers and suppliers continued success with our impending challenges that lie ahead.

Kind Regards,  
Steve McKenzie  
VP of Operations

I would like to extend my congratulations to the following who recently received Service Awards:

## 20 Years:

Dean Poisson

## 10 Years:

Sam Adams  
Frank Arriaza  
Matt Dlugosz  
Fil Kien  
Carmen Rivera  
Bartolo Rodriguez  
Tracey South

## 5 Years:

Brooke Clark  
Bryan Clarke  
Richard Granata  
Carlos Leite  
Steve McKenzie  
Mehmed Saldumovic  
Troy Stephany  
Adela Talic  
John Washnock



## Sun’s Featured Personality of the Month

### **Eddie Williams** **Accounts Payable**

I have been a part of the Sun Microstamping Technologies team for 6 years. I started as a part-time receptionist and worked my way up through the ranks to Accounts Payable. Everyone here has become like my extended family, not just my coworkers.

I was originally born in Charleston, WV so this leaves me open to every redneck and hillbilly joke ever written, but that is okay it keeps me laughing. I was raised in Ohio on a horse farm and went to an extremely small country school with a graduating class of only 69. I know there is a redneck joke in there somewhere, but being in a

small school was a good thing it made us very close and I formed some strong friendships.

Since then I married and had two wonderful daughters, but then shortly after divorced. A few years down the line I met the man of my dreams. Joe and I have been together almost 20 years now and also have a beautiful daughter together. Over the summer we welcomed grandchildren numbers five and six to the family. To that addition we temporarily took in an older Jack Russell, but due to my soft hearted, sucker side, it looks like she will be a permanent fixture. That puts us at 4 dogs, 2 cats and 1 lizard. If I keep it up we will be able to rewrite the *12 days of Christmas* song and call it *Animals Living at Eddie’s House*.

Sun Microstamping Technologies is globally recognized as a Metal Stamping and Insert Molding company that produces components featuring a high degree of difficulty. We use our innovative methods of manufacturing, advanced processes and experience to produce your most complex products to the highest standards. Sun Microstamping Technologies provides precision components and value added services to leading companies throughout the world. Sun Microstamping Technologies produces Precision Metal Stamping, Custom Plastic Molding and Insert Molding to a wide variety of Industries specializing in the Automotive, Medical, Telecommunications and Electronics.

## Sun Microstamping Technologies

14055 U.S. Highway 19 North  
Clearwater  
Florida 33764

Phone : (727) 536-8822

Fax: (727) 536-6667



Sales: [quotes@sunmicrostamping.com](mailto:quotes@sunmicrostamping.com)

**Dependable and Value Adding**



# Sun's Future is Bright



As we move into 2010 and a new decade, we are optimistic that the future is bright at Sun. We closed out 2009 with the strongest December in years and a strong fourth quarter and we are forecasting this trend to carry into 2010. We have a staff that is committed to use any means necessary to uphold a promise made to the customer and willing to forgo their holidays to ensure customer satisfaction and to prove Sun Microstamping Technologies is a Dependable Supplier.

At Sun we strive to be a dependable supplier and add value to our customers business. We would like to welcome all our new customers this month and thank you for giving us the opportunity to add value to your business and improve your competitive advantage. Also, in these turbulent times we would like to thank our older customers for sticking with us and for

trusting us with new programs. At Sun we take customer service and satisfaction seriously and we apply our company values of **Respect, Precision and Accountability** throughout every aspect of our business.

We invite you to read our monthly newsletter to follow Sun and the Industry's success, struggles and innovations. Thank you to all our customers for your support and giving us the opportunity to serve you as we work together to survive and flourish in this recession. **Here's to the future of our Industry, may we grow together.**

