

ISO/TS 16949  
CERTIFIED

SPECIAL  
POINTS OF  
INTEREST:

- Sun's "A Team" is growing
- Shipping increase in March
- Welcome New Hires.
- Survey Results

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**sun microstamping technologies**

DEPENDABLE AND VALUE-ADDING

ISSUE 8

MARCH 2010

## What's New at Sun Microstamping

The beginning of 2010 has been an eventful few months for Sun Microstamping Technologies. February saw a steady increase in shipping from previous months and March is forecasted to ship even more than February! As the demand increases, so does Sun's need to increase our man power to ensure quality products are shipped on time to our valued customers. Sun is currently adding to our "A Team" and has launched a recruitment drive to grow the team as well as our business. We would like to welcome all new hires to the Company. This month we are featuring one of the new hires, Tegan Strautmann in the Quality Department, as "Sun's Featured Personality of the Month". This past month we also

conducted a survey, from which we received some very useful information and feed back. The information we have gathered will play a role in the 2010 Branding Campaign and help us to add guidelines and processes for attaining our future goals. Remember to stop by the Sun Microstamping Technologies booth at the Atlanta Design 2 Part Tradeshow on March 24<sup>th</sup> & 25<sup>th</sup> and say hello to our Sales Reps Dave Davis and Travis Macgregor. Please read attached Newsletter to find out more on these stories.



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## A Letter from the CEO

As we approach the end of the first quarter of 2010, Sun is happy to report that sales continue to be relatively strong. Sales in January, February and March are going to be compared to the same period in 2008. Although at Sun we are generally optimistic, it is still not clear how sustainable the "rebound" will be.

Along with most of our industry the speed of the "rebound" has caused us to be under resourced in

some areas of our business. Sun is moving quickly to address these areas of concern by initiating a local and national recruiting campaign. Sun is being very selective to ensure that we only recruit people who will strengthen Sun's "A Team" and will also practice our company values. Sun's vision of being a Dependable and Value Adding supplier to our customers must continue to be our target.

**“Rapid  
Increase in  
Demand  
Creates  
Recruiting  
Demand”**

## Sun’s Recruiting Campaign 2010

Due to an increase in sales and in new business demand from our customers over the last few months, Sun Microstamping Technologies is once again growing. Sun had significantly downsized our operations in 2009 due to lack of demand. Sun only retained our “A Team” and since demand has picked up rapidly, we need to add to our “A Team.” So, we are hiring only the most qualified individuals in their fields to grow our company to ensure our technical and engineering expertise does not become diluted. Our core Management team is the same. We are bringing in more machine operators, quality technicians and

engineers to ensure quality products are delivered on time. Since the first of the year we have hired new employees and had former employees return to work at the company. We are continuing to interview to fill our entry level positions. Industry wide this year is a restructuring year and we do not want to grow too fast or stay too lean. Both outcomes will hurt our business. If you know of good people who are out of work and have manufacturing experience, let them know that we are accepting applications!

## Sun’s Survey Follow Up

Sun Microstamping Technologies conducted a series of surveys last month. We surveyed our customers, suppliers, employees and field sales representatives. Thank you to everyone who participated. We appreciate all the feed back this exercise generated. The surveys that were distributed were slightly altered for each group of participants but done in a way that we could correlate the answers. The idea behind this is to further understand the strengths and weakness of our company and the opportunities and threats in our industry. Where we excel and where we fall short? What is our Brand Image or the position we hold in each groups’ mind? It has been very interesting seeing the differences and similarities in responses from the different groups surveyed. We are taking this information and creating goals for 2010 to address

weaknesses in the company and a way to capitalize on our strengths to create a stronger foot hold as a value adding Stamping and Molding Company. Sun adds value to our customer’s products through innovative design solution, engineering experience, technical expertise and our “A Teams” ability to make the impossible happen. This survey set the ground work for the next step in making our company stronger and ensuring growth over this next year. The majority of the Company is going to be involved in a “Think Tank Exercise” where we will create a plan on how to attain our desired future goals in regards to brand image, customer service, communication, quality, dependability, on time delivery and unifying the company to work as one entity for a common goal.

# Sun's Featured Personality of the Month

## **Tegan Strautmman Quality Engineer**

Hello, everyone! I'm sure most of you have seen me around by now, since I've already almost been here at Sun for a month! Time flies when you're having fun, right? My name is Tegan, pronounced "Tee-gan", after a Dr. Who character; apparently my mom was a huge Sci-Fi fanatic, hah! I was born and raised right here in the Tampa Bay area. I'm from a big Catholic family, seven girls (no boys), and I am smack dab in the middle. I went to Oakhurst Elementary School, Seminole Middle and was home schooled/dual enrolled at St. Petersburg College throughout high school, where I graduated with my A.A. degree in May of 2006. In August 2006, I transferred to the University of South Florida, where I pursued a Mechanical Engineering degree because of my passion for math (specifically Algebra and Calculus). I was a member of Phi Theta Kappa and Tau Beta Pi, both honor societies that kept me very involved with the community for my entire college career.

While at USF, I was also a member of REU (Research Experience for Undergrads) and did research on prosthetics and orthotics for active para/quadruplegics for a Rehab Engineering company called Rehab Ideas. And part time, I worked at the college bookstore to fill time between classes. This past December I graduated (finally!) with my B.S. Degree and started the dreaded job hunt (and yes, it truly is a "hunt"). After two months of the daily misery of sending resumes and cover letters to numerous engineering firms all over Florida, my fellow graduate and friend (Diego!) told me they were searching for a Quality Engineer here at Sun, and of course, I couldn't pass up such an opportunity. To my surprise, I was working here a week later; alongside Brooke and Tracey learning all the methods and procedures it takes to keep an innovative company, such as Sun, working at its best! A few things I absolutely LOVE include food (any kind really, but especially chocolate), Face book (lame, I know, but I can't help it) and my friends and family (I'm a true people's person, really). Feel free to come visit me if you want to know more; it gets quiet in the Quality Lab from time to time!

## Forming Stronger Relationships with Suppliers

Last week Adam Wolfe, Sun Microstamping's Material Buyer and Planner, went to visit 4 of Sun's key suppliers. The main purpose of his trip was to form stronger relationships with these key suppliers as we move forward in 2010. Due to the overwhelming material shortages and everyone in the industry needing the raw material yesterday, Sun feels it is imperative to work towards forming a stronger partnership with our suppliers. Each meeting was to address any supply issues, new business opportunities and cost negotiations. Adam got to tour all of the supplier's facilities, meet their team and see demonstrations of their processes. This was also a learning experience about the process of slitting, rolling, electro

- selective strip and spot plating. He took tours of each plants quality labs as quality is always Sun's #1 agenda and understanding our suppliers' quality and tests procedures will help us maintain the standard of quality we are striving for at Sun Microstamping Technologies.

These face to face meetings build a stronger connection between customer and supplier and form a willingness for both sides to see the others position. At Sun Microstamping we are always encouraging our customers, suppliers and potential customers to visit Sun's Facility. To meet the "A Team" in person, take a tour to see how the products are manufactured and see the wide range of capabilities and services Sun has to offer.

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



ISO/TS 16949

CERTIFIED

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

**Dependable and Value Adding**



# Sun's Future is Bright



Due to increased demand Sun Microstamping Technologies is growing! Sun is hiring new employees, coming up with new strategies to grow a stronger business together and setting a strong foundation to sustain this growth during this reconstruction year. **This leads us to believe the Future is Bright at Sun.**

As we grow stronger in this reconstruction year we would like to thank all of our new customers and our long term customers for their increase in business. And for allowing Sun to be a dependable and value adding supplier to your business.

Sun Microstamping Technologies invites you to continue reading our monthly Newsletter, to follow Sun's and the Industry's successes, struggles and innovations. Here's to the future of our Industry, may we grow together. **May 2010 be a prosperous year for us all!**

