



THE HARVARD CLUB OF SARASOTA

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The Sun Hydraulics Difference!



FACTORY TOUR + TASTE + TALK

Open To All Alumni, Members & Guests

WHEN: Tuesday, Jan 15, 2013 from 4:00 -8:00 pm

WHERE: Sun Factory, 701 Tallevast Rd. Sarasota,
Then USF Sarasota-Manatee, 8350 N. Tamiami Tr.

DRESS: Business Casual. Walking Shoes.

ENJOY: Hors d' Oeuvres Buffet, Soft Drinks,
Coffee, Cash Bar

\$25 NOW via Check or Credit Card

\$30 At The Door!



External Zinc-Nickel
Plating...

Another Optimized
Solution from Sun!

PRODUCTS: Sun is a leading designer and manufacturer of high-performance screw-in hydraulic cartridge valves and manifolds. These devices become an integrated fluid power system in another manufacturer's product to control force, speed and motion by pushing, pulling, lifting, lowering or holding.

MARKETS: Approximately two-thirds of product sales are used in the mobile market: **off-road construction, agriculture, fire and rescue, utilities, oil fields, and mining equipment.** This equipment is not fixed in place, the operating environment is often unpredictable and duty cycles are generally moderate to low. The remaining one-third of sales are used by industrial markets: **power units, automation machinery, metal cutting machine tools and plastics machinery** where equipment is fixed in place in a controlled environment, and which operates at higher pressures and duty cycles. Other growing markets are **wind, solar, animatronics and stage shows installations.**

CUSTOMERS: The Company sells its products globally via independent distributors. Approximately 60% of total net sales of \$200 million are outside the US. It is a public company, profitable since it was started in 1970 with six plants around the world employing roughly a thousand people.

CULTURE: Sun Hydraulics has a unique application of manufacturing excellence. There are no job titles or job descriptions. There are no organization charts. No performance criteria. No bonuses and no perks. No regularly scheduled meetings. No approval levels for capital or expense spending. No goals. No offices or high-walled cubicles. If peers accept an idea, then "management" is presumed to accept it - hence the need for very little management. Every employee is simply expected to figure out where they fit.

LEADERSHIP: **Allen Carlson, CEO** joined the Company in March 1996 and was named President in May 2000. He is a graduate of the Advanced Management Program at the Harvard Business School in 1999 and the Milwaukee School of Engineering. With over 38 years experience in the fluid power industry and 16 years with the Company, Mr. Carlson has deep institutional knowledge and perspective regarding the Company's strengths, challenges and opportunities. **Tricia Fulton, Chief Financial Officer** is a graduate of the HBS General Management Program in 2006. She joined the Company in March 1997 and was named Chief Financial Officer in 2006. **Tim Twitty was named an Officer** of the company in 2007 and is responsible for manufacturing operations leadership, factory automation and process development. Tim graduated from the HBS Advanced Management Program in 2012.

RSVP: Sun Hydraulics Factory Tour + Taste + Talk = Tues, Jan. 15, 4pm-8pm

MY NAME: _____ Degree/Program & Year _____

GUEST NAMES: (Please Print) _____

My Email Address: _____ Phone _____

Here's my check for _____ Reservations for Alumni and Guests @ \$25 each = \$ _____ (Total)

MAIL This Form AND Check PAYABLE TO : Harvard Club of Sarasota

Mark Riddell, Membership Chairman

800 N.Tamiami Trail # 705, Sarasota FL 34236

OR BUY TICKETS ONLINE TODAY with VISA, MASTERCARD at WWW.SARASOTAHARVARDCLUB.ORG