



Precision Metalcasting Processes

UNICAST DEVELOPMENT COMPANY

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Ms. Tracy Riga
University of Bridgeport
Career Services
Bridgeport, Connecticut

VIA FAX: 203-576-4098

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Ms. Riga,

Thank you for responding to my inquiry regarding potential co-op opportunities at our company. As requested, I am providing you with some information to acquaint you with our company and the type of individual we are looking for.

Unicast Development Company licenses and markets to the metalcasting industry worldwide a proprietary process known as the Unicast Ceramic Molding method. Once the process is sold to a customer, training is provided here at our facility in New Haven, and then materials are then sold to the customer as needed. These materials are manufactured at our facility in Kentucky. We are a worldwide company with customers located in Asia, North & South America, Europe, and more. While the company maintains a large presence in the industry, we are actually quite small as previous management allowed the company to decline for a 10 year period. I took over the company last year and have been working to rebuild it into what it once was. This has required extensive marketing and promotion of the company, and it is in this area that we have a need.

The ideal individual will be technically oriented in the manufacturing (industrial) or mechanical engineering fields. However, more important will be this individual's ability to interact with people of a very diverse mix. Therefore, the technical background is not essential. I do not expect someone who already knows great detail about culture, marketing, or metalcasting. I will direct their efforts and ensure that they are prepared for the task that they undertake. I am more concerned with a good attitude. Someone with a good attitude can be trained for anything.

The following list gives some examples of the type of work that would or could be requested. As we are a small company, the need will arise for something that needs to be done that is not listed here, and the appropriate individual should be flexible.

- Targeted direct mailings through mail and email.
- Targeted inquiries and follow-up with customers and potential customers through phone, fax, and email.
- Directed technical writing and submission to trade magazines
- Directed organization, design, consolidation, and updating of marketing materials.
- Web site updates if capable (very optional, but would be a plus)

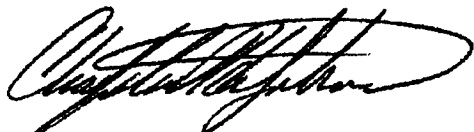
There is also a possibility for some travel. I do not wish to have a carrot hung out in front of someone that may not materialize. However, a specific possibility could be a trade show in Düsseldorf, Germany in June that we may have need for an additional person. This person would only be brought along if there was a clear advantage in doing so as the costs are excessive. As well, if there was such an invitation, it would be optional. There are no requirements for travel.

This individual will be working directly for me. I feel as though this person would obtain an excellent picture of what it is like for an entrepreneur to grow a company and the variety of tasks that are placed on one trying to do so. It is drastically different from a corporate, "Big Blue" experience. We have private, on-site parking, a modern 2500 sq ft office, a lab, and a shop. An appropriate salary can be negotiated to compensate for the right individual, and the position is easily accommodated by a man or woman of any background. In the event that the company grows as forecast, and I was pleased with this person's performance, it is foreseeable that a full time job offer could be made upon graduation.

You may learn more information about our company and possibly obtain a better understanding of what we do from our website – www.unicastdev.com.

I look forward to your reply.

Sincerely,



Christopher H. Syvertsen
President