

Cirmount Circuits Manufactures Total Customer Satisfaction

Eleven years ago, Maryanne Camp and two partners discovered that there was an unmet need for great service and high value in the medium-sized contract manufacturing industry.

They founded Cirmount Circuits, with Camp contributing her business expertise and her husband his electrical engineering background. (The third partner, a manufacturing engineer, has since left to start his own company.)

"There aren't very many companies that do what we do," said Camp. "They're either much smaller or much larger."

Cirmount Circuits has grown continuously since its inception, adding 50 percent more space every three years and increasing staff to the current 40 employees.

"And we're probably looking to double what we have now," Camp said.

The majority of the growth has come through excellent word of mouth from satisfied clients.

"We don't have anyone out there marketing or selling," she said. "Our customers come to us through referral."

And the key to their good reputation is the service provided by their excellent staff.

This staff includes many women — there are no glass ceilings at Cirmount Circuits.

"There are as many women in manage-

ment as men," Camp said. "It is the same on the production floor. Whether male or female, I expect my employees to be independent and to take responsibility for what they do."

As a result, the people who work for Cirmount Circuits are dedicated to the company and care about the service it provides.

"I'm really proud of them," said Camp. "They put the customer's needs first and our customers really appreciate that."

"We take service extremely seriously," she stressed. "We try to pay attention to small things as well as the large. Getting an order is not our priority, our priority is building the relationship with the client. We

take the time to get to know our customers and to understand what their needs are."

Cirmount Circuits handles everything necessary to produce a finished electronic assembly for a client. Customers include companies that have industrial, medical, automotive, or testing equipment — even large signs. One circuit board was for a unit for hearing- and speech-impaired children.

Cirmount Circuits is located at 37640 Hills Tech Drive in Farmington Hills and the office hours are 8:30 a.m. to 5:30 p.m. Monday through Friday. The company can be reached at (810) 553-4335.



Mary Ann Camp, Cirmount Circuits

Late Fall Good Time to Buy Home with Siglinde Miothe

Interest rates may be high, but this is still a good time to buy homes.

According to Coldwell Banker real estate agent Siglinde Miothe, many people are reluctant to move after the school year has started,

so home sellers have to be more flexible. "There are homes that are continuously coming on the market and are probably a little more negotiable," Miothe said. "Vacant land is very popular to purchase now too, because once the leaves fall off the trees you can see the topography of the lot better."

Miothe works in Ortonville, a community of 4,600 in northern Oakland County. She's been with Coldwell Banker for three years, over since she realized that her family would need extra income to pay for their son's college expenses. She brought with her a good knowledge of the construction industry and of the housing market starting in Troy and heading north.

She said that once her daughter graduates she sees herself moving up in the company.

"I don't see myself being an owner, but an associate broker," she said. "I don't want to take responsibility for everything."

Coldwell Banker has been in the community for over 23 years and has a steady base of customers that keep coming back.



Siglinde Miothe

"We help people sell and buy," she said. "We will help you to relocate, we will do comparative market analysis. We provide free research and free closings."

The company has also expanded its computer-based services, with Internet listings that allow customers to preview homes in the area and across the country.

But despite the do-it-yourself possibilities of selling over the Internet, Miothe said that she sees a growing need for the services of real estate agents.

"I would be terrified to sell my own house," she said. "I wouldn't know who's coming to look at it. Are they qualified to buy? They could present bogus letters, and I'd have no way of checking them."

A real estate agent, she said, has the ability to screen customers to make sure they could really afford the homes they were shown, eliminating the potential crooks. And, of course, the real estate agent could answer phone queries and show the house during the hours when the owners are out working.

She added that by working for Coldwell Banker, she's also been able to support a good cause.

"Coldwell supports Habitat for Humanity," she said, referring to a national program to help families get new homes. "I was able to start a local chapter here in Oakland County and soon we'll be building our first home, in Pontiac."

The Coldwell Banker office is located at 630 M-15 in Ortonville. Siglinde Miothe can be reached at (810) 627-2846. The office hours are from 9 a.m. to 8 p.m., seven days a week.

CCI cirmount circuits, inc. (810) 553-4335
37640 hills tech drive, farmington hills, Michigan 48331 (810) 553-3268 fax

CCI IS a privately held corporation located in Farmington Hills, Michigan since 1985. CCI has provided complete electronic manufacturing services to a variety of industries. We have manufactured products for clients in industrial, marine, medical, after-market automotive and consumer markets. Typical product volume range from 25 to 5,000 units per month.



Some customers have a completed product designs, other only have a product concept, but no matter where the client is in production, CCI is ready to provide expert assistance from Design Engineering to turn key manufacturing.



Sound Interesting? CCI is looking for qualified people to fill the following positions:

- SMT Technician
- Electronic Assembler
- Machine operators
- Assembly Team Leaders
- Test Technician

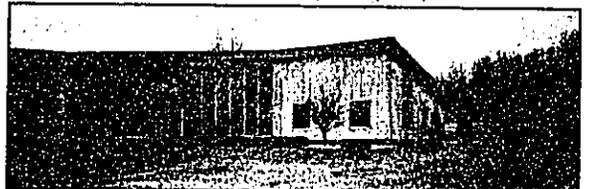
To apply for one of these openings contact Debora Akers Projects Manager or Maryanne Camp, Marketing & Sales to Schedule an

Introductory meeting and a plant tour. We are always proud to show off our facility and demonstrate how to make your life easier by working with a full service electronic contract manufacturer.



HOLLY CHARMER - REDUCED
\$161,900

This traditional quad-level home is situated on 6.23 acres of fenced in land. Property is located on a paved road, 7 miles from Frisco. The entire parcel is splittable and has frontage on a private road. Home features 3 bedrooms, 1 1/2 baths, family room with wood burner insert. The windows are newer and energy efficient. The owner is willing to accept lease with option to buy area.



CLARKSTON CONTEMPORARY
\$260,000

This beautiful passive solar contemporary is located on 2 1/2 acres on Gibbs Rd., a natural beauty road. This home was designed for maximum solar benefits, lower heating costs. It also has many other energy saving ideas incorporated into its design that the owner would love to share with you. There is also a large pole barn with electricity, heat, water and wooden floor (a perfect place to create art!) The home has three main floor bedrooms, a study with loft area, 3 1/2 baths, and a finished basement with a fourth bedroom.



COLDWELL BANKER
SIGLINDE MIOTKE
REALTOR-ASSOCIATE

COLDWELL BANKER
WARE PIDDINGTON
630 M-15
ORTONVILLE, MI 48862

(810) 627-2846 BUSINESS
(810) 627-8396 FAX
(810) 627-4731 RESIDENCE