

Still not on the road!

By Donald Monn, Taiyo's Midwest Regional Sales Manager

I'm now starting to plan my return to my somewhat normal schedule, which will hopefully begin very soon. Not having the opportunity to sit across from our customers is very strange, but that doesn't mean we haven't been communicating. Our customers understand the situation and are more than willing to discuss any and all topics over the phone rather than in person.

Don't get me wrong, I would rather be visiting you the way we have been for all these years, but that will have to wait for another day. One of the great things about our customers (yes, I'm talking about you) is that they (you) realize that we are fully able to assist you over the phone. Whether you have a product or process question, you will get accurate information.

Our OEM schedules have been put on hold, the introduction of new products and the sharing of new and exciting ideas will happen soon enough. So many things have been growing the past 10 weeks that when we do get in front of you again there will be much to discuss. As an example, when I see you next, ask me about crack resistant white solder mask. Who wouldn't use a crack resistant white mask? Why would you use anything else?

Again, I hope to see you soon, but until then, stay safe and healthy!