



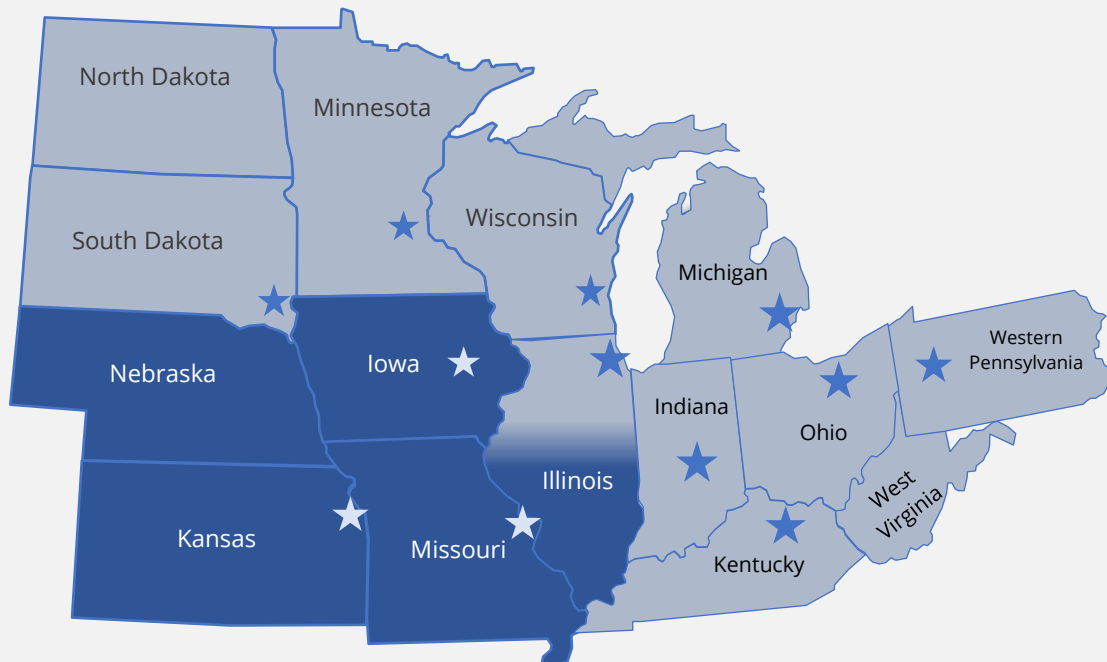
# FH Sales

Mel Foster Company

fh-sales.com

Best in Class Manufacturers' Representative Company  
Serving the Electronics Industry Since 1924

FH Sales, a division of Mel Foster Company is a 100% employee-owned, customer-focused electronics manufacturers' representative with sales resources in Kansas, Iowa and Missouri.



FH Sales, a division of Mel Foster Company, is one of the most respected technology manufacturer representatives in the United States. The Mel Foster Company has global partnerships with top-tier manufacturers and distributors in a wide range of applications.

As a technology products and service leader, our mission is to deliver innovative solutions to our customers, principals and partners through engaged, knowledgeable employees.

# Semiconductor Suppliers

Principal	Products	Distribution Partners
 <a href="http://www.apmemory.com">www.apmemory.com</a>	Pseudo-SRAM, IoT RAM, Low-Power DRAM Products for Wearable, IoT, Smart Video & Audio, Cellular and Connectivity Applications	Rutronics
 <a href="http://www.atpinc.com">www.atpinc.com</a>	Leading solutions provider of high-performance, high-quality and durable NAND flash and DRAM memory modules, including industrial cards, SSD's, eMMC and DRAM memory modules.	Arrow, Avnet, Digi-Key, Verical
 <a href="http://www.azumotech.com">www.azumotech.com</a>	Ultra-thin lighting solutions for displays: consumer, medical & industrial applications	
 <a href="http://www.dialog-semiconductor.com">www.dialog-semiconductor.com</a>	Energy-efficient, highly integrated, mixed signal circuits optimized for personal, portable, IoT and solid-state lighting applications. Power management IC's; Serial NOR Flash	Avnet, Digi-Key, Mouser
 <a href="http://www.issi.com">www.issi.com</a>	High speed, low power SRAM, low and medium density DRAM, NOR Flash, high-performance analog and mixed-signal ICs for Automotive, Communications, Digital Consumer and Industrial/Medical Applications	Arrow, Avnet, Digi-Key, Mouser, Newark
 <a href="http://www.ixys.com">www.ixys.com</a>	MosFET Modules, IGBT Modules, Diodes (Fast Recovery, Schottky, Rectifier), Thyristors, Diode & Thyristor Modules, DCB Substrates & DICE, High-Voltage Current Regulators, SMPD, Protection Devices, Silicon Carbide Products (MosFETs, Rectifier Bridges, IGBTs, Diodes)	Arrow, Digi-Key, Future, Hughes-Peters, Mouser, Newark, TTI
 <a href="http://www.marvell.com">www.marvell.com</a>	Semiconductor solutions for Data Infrastructure, including Server-Security Processors, Ethernet Switches, Controllers & PHYs for Networking (Automotive versions available), FibreChannel, HDD, SSD Controllers for Storage applications.	Avnet and Phoenixis
 <a href="http://www.nexperia.com">www.nexperia.com</a>	Automotive and Industrial MOS, GaN, Small Signal and Power Discrete, Logic and Analog ICs	N/A
 <a href="http://www.pixart.com">www.pixart.com</a>	PixArt Imaging specializes in CMOS imaging sensing technology and navigation-related integrated chip designs, offering a broad selection of sensor products and services to support today's complex human-machine interface designs.	WPG
 <a href="http://www.sharpusa.com">www.sharpusa.com</a>	LCD Displays engineered for business applications and offered in a wide range of sizes and varying capabilities, from high-impact displays for digital signage, to state-of-the-art ultra-narrow bezel video walls to interactive display systems.	Arrow, Avnet, Digi-Key, Future, WPG
 <a href="http://www.skyworksinc.com">www.skyworksinc.com</a>	Semiconductors for use in radio frequency and mobile communications systems, including power amplifiers, front-end modules and RF products for handsets and wireless infrastructure equipment.	CDI, Mouser, RFMW, Richardson RFPD
 <a href="http://www.socle-tech.com">www.socle-tech.com</a>	IC ODM and IC Channel company focusing on 8KTV, IoT, and Robotics applications. Capabilities including Silicon IP, Opto-Isolators, SoC design and implementation, and turnkey service.	Arrow, Avnet, Digi-Key, Future, Mouser, WPG
 <a href="http://www.u-blox.com/en">www.u-blox.com/en</a>	Wireless semiconductors and modules for consumer, automotive and industrial markets including Short-Range WiFi & Bluetooth/BLE, Cellular Connectivity, and GNSS/GPS solutions.	Digi-Key, Future, Mouser

## Passive / Electromechanical Suppliers

Principal	Products	Distribution Partners
 An IDEAL Company <a href="http://www.andersonpower.com">www.andersonpower.com</a>	International leader in high power interconnect solutions serving the Telecom & IT Equipment, Motive Power, and Alternative Energy markets; offering a range of connectors to meet power, signal, & ground needs in protected or environmentally exposed applications.	Allied, Digi-Key, Mouser, Newark, PEI-Genesis, Sager
 <a href="http://www.artesyn.com">www.artesyn.com</a>	Low, Medium, and High Power AC/DC switching power supplies - including External Adapters, Isolated and Non-Isolated DC/DC convertors, modules, POL convertors	Arrow, Avnet, Digi-Key, Mouser, Newark, Sager, WPG
 <a href="http://www.ckswitches.com">www.ckswitches.com</a>	Pushbutton, Navigation, Tactile, Keypswitch, Toggle, Rocker, Switchlock, Rotary, DIP, Slide, Snap, and Thumbwheel Switches	Allied, Arrow, Avnet, Digi-Key, Future, Masters, Mouser, Newark, Sager, TTI
 <a href="http://www.henkel.com">www.henkel.com</a>	Thermal interface solutions, metal clad PCBs, Adhesive Technologies and Solder	
 <a href="http://www.koaspeer.com">www.koaspeer.com</a>	Worldwide leader in Thick Film Resistors; Shunt/Current Sense Resistors; Wide Terminal and High Voltage Resistors, Thin Film Chip and Surge Resistors	Arrow, Carlton-Bates, Digi-Key, Hughes-Peters, Mouser, TTI
 Expertise Applied   Answers Delivered <a href="http://www.littelfuse.com">www.littelfuse.com</a>	Fuses; PolySwitch PTC Fuses; Varistors; Gas Discharge Tubes (GDTs); SIDACTor® Devices; Silicon Protection Array (SPA) Devices; Thyristors; TVS Diodes; PulseGuard® ESD Suppressors; Reed Switches, Relays, and Sensors	Arrow, Digi-Key, Future, Hughes-Peters, Mouser, Newark, TTI
 <a href="http://www.ohmite.com">www.ohmite.com</a>	Leading provider of resistive products for high current, high voltage, and high energy applications. The company's full complement of resistor construction includes wirewound, wire element, thick film, and ceramic composition. Ohmite also is also a leader in EMI Filtering and Thermal Management solutions.	TTI, Digi-Key, Master, Carlton-Bates, Hughes-Peters, Future, Dove, Richardson, Waldom
 <a href="http://www.omron.com">www.omron.com</a>	Relays, Switches, Sensors, Safety, Control and Connectors, MEMS Technology for Industrial Automation, Healthcare, Mobility, Amusement, Communication and Energy Sectors	Allied, Arrow, Avnet, Digi-Key, Heiland, Hughes-Peters, Mouser, Sager, TTI
 <a href="http://www.eeseal.com">www.eeseal.com</a>	EESeal elastomeric connector inserts for EMI/RFI Filtering and/or transient protection and Ground Planes	
 <a href="http://www.solico.com">www.solico.com</a>	Indicator Lights, Pilot Lights and Custom LED Lighting Assemblies	Carlton-Bates, Hughes-Peters, WesGarde Components
 <a href="http://www.triadmagnetics.com">www.triadmagnetics.com</a>	Standard & Custom Transformers, Inductors & HF/Power Magnetics	Allied, Arrow, Carlton-Bates, Future, Nedco



## Why FH Sales?

### TEAM

Our team of sales representatives and field engineers possess unparalleled experience, skill and expertise and are committed to innovation, delivery and customer satisfaction.

### INNOVATION

We stay on the leading edge of the technology market through continuing education, industry forums and our own thirst for leadership. FH Sales uses advanced software tools for rapid response.

### REPUTATION

Thousands of customers rely on our exceptional ability to deliver technology solutions and our reputation speaks volumes in our region and across the nation.

### VALUE PROPOSITION

- Marketplace knowledge
- Long-term stability with our customers
- Largest electronic component sales force in the Heartland.
- Applications engineering talent: Proven experience to assist customers with their designs and help propose leading-edge technologies as well as commodity products
- Information systems expertise: Majority of our time is spent with customers on projects and designs
- Customer program and product management experience
- Excellent customer relationships
- Company stability and ability to weather challenging economic conditions
- Experienced management team
- Ability to adapt: Critical to change with our customers' needs
- Best and most recognized distribution program in the territory
- Best territory coverage

### PRODUCT LINE CARD

- Leading-edge Principals provide early access to design cycles
- Strong distribution presence
- Total solutions provider
- Vendor reduction by working with one source for many components
- Enables strong and deep resources to support our customers

### PROUD MEMBER OF ERA AND ECIA

