



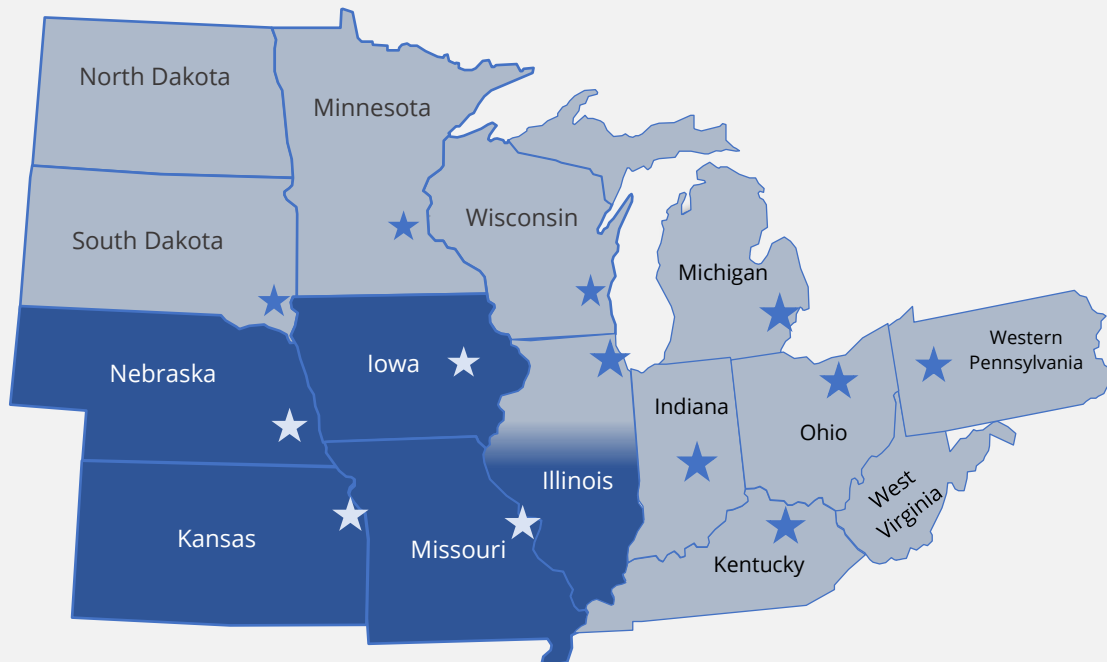
FH Sales

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
 www.apmemory.com	Pseudo-SRAM, IoT RAM, Low-Power DRAM products for Wearable, IoT, Cellular and Connectivity applications	Mouser
 www.artesyn.com	Low, medium, and high power AC/DC switching power supplies – including external adapters, isolated and non-Isolated DC/DC converters, modules, POL converters	Arrow, Avnet, Digi-Key, Mouser, Newark, Sager, WPG
 www.cirrus.com	American semiconductor supplier specializing in analog, mixed-signal and audio DSP integrated circuits	Avnet, Digi-Key, Mouser
 www.delkin.com	Leading solutions provider of high-performance, high-quality and durable NAND flash modules including industrial cards, SSD's, eMMC and memory modules	Avnet, Digi-Key, Newark
 www.dialight.com	World leader in LED industrial lighting technology offering a large selection of rugged, cutting-edge products	Allied, Arrow, Digi-Key, Future, Mouser, Newark, Sager, TTI, Wes-Garde
 www.femacorp.com	Commercial & Industrial display solutions	WPG
 www.ieiworld.com	Industrial computer provider; artificial intelligence and networking edge computing. Products/integration for computer-based applications such as factory automation, computer telephony integration, networking appliances, security, systems, AI, IoT and medical	Diamond, Digi-Key, Mid-Atlantic Rugged Systems, Mouser, SIE Connect
 www.issi.com	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
 www.ixys.com	MosFET Modules, IGBT Modules, Diodes (Fast Recovery, Schottky, Rectifier), Thyristors, High Voltage Current Regulators, SMPD, Protection Devices, Si Carbide Products	Arrow, Digi-Key, Future, Hughes-Peters, Mouser, Newark, TTI
 www.legacyelectronics.com	Advanced test facilities with a wide variety of state-of-the-art programmable instruments and computer platforms. Memory Components offering a broad range of robust DRAM and Flash components for ruggedized designs requiring Automotive and Industrial grade memory	Avnet, Edge, World Micro
 www.marvell.com	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
 www.microchip.com	World leading provider of smart, connected and secure embedded control solutions for the industrial, automotive, consumer, aerospace and defense, communications and computing markets	Allied, Arrow, Avnet, Digi-Key, Future, Mouser, Newark, RFPD
 www.multitech.com	Communication solutions for IoT; Using leading wireless technologies to enable simple, scalable connectivity	Arrow, Avnet, Digi-Key, Future, Newark
 www.nexperia.com	Semiconductor supplier specializing in high-volume production of diodes, bipolar transistors, protection devices, MOSFETs, GaN FETs and analog & logic ICs that meet the stringent standards set by the Automotive industry	Arrow, Avnet, Digi-Key, Farnell, Future, Mouser, Newark, Rochester, TTI
 www.qt-brightek.com	World-class supplier of SMT LED, thru-hole LED, LED displays, Optocoupler, IR & UV devices and custom module	Arrow, Digi-Key
 www.sharppusa.com	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
 www.sii.co.jp/en	Global leader in thermal printing technology, offering a complete array of high-performance kiosk printers, reliable mobile printers and more	Arrow, Mouser
 www.u-blox.com/en	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
 www.andersonpower.com	High power interconnect solutions serving the Teleco, Datacomm, Motive Power, and Alternative Energy markets; a range of connectors to meet power, signal, & ground needs in protected or environmentally exposed applications	Allied, Digi-Key, Mouser, Newark, PEI-Genesis, Sager
 www.artesyn.com	Low, medium, and high power AC/DC switching power supplies – including external adapters, isolated and non-isolated DC/DC converters, modules, POL converters	Arrow, Avnet, Digi-Key, Mouser, Newark, Sager, WPG
 www.carlingtech.com	Carling ranks among the world's largest manufacturers of circuit breakers, switches, power distribution units, digital switching systems and electronic controls for Transportation, Datacom, Marine and other industrial markets	Allied, Avnet, Carlton-Bates, Digi-Key, Mouser, Newark, Sager, TTI, Wes-Garde
 www.ckswitches.com	Pushbutton, Navigation, Tactile, Keypswitch, Toggle, Rocker, Switchlock, Rotary, DIP, Slide, Snap and Thumbwheel Switches	Allied, Arrow, Avnet, Digi-key, Future, Masters, Mouser, Newark, Sager and TTI
 www.eiconnect.com	U.S.-based PCB manufacturer specializing in thermal management, metal cladding, heavy copper and advanced solderability from single-sided to complex multi-layer PCBs	
 elcom-in.com	Electromechanical and electronic components with a focus on developing a world-class product-mix to cater to the requirement across a wide range of industrial, manufacturing and renewable power market segments	
 www.johnsonelectric.com	Leading manufacturer of motors, actuators, motion subsystems and related electro-mechanical components for automotive, industrial and medical applications	Allied, Beyond, Dig-Key, Hughes Peters, Master, Mouser, Newark, Peerless, Relay Specialties, Sager
 www.koaspeer.com	Worldwide leader in Thick Film Resistors; Shunt/Current Sense Resistors; Wide Terminal and High Voltage Resistors, Thin Film Chip and Surge Resistors	TTI, Arrow, Mouser, Digi-key, Hughes-Peters, Carlton-Bates
 www.lairdthermal.com	The preferred thermal management solutions supplier by major manufacturers of laser, analytical, instrumentation, medical imaging, clinical diagnostics and telecom equipment	Allied, Avnet, Digi-Key, Mouser, Sager, TTI
 www.littelfuse.com	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
 www.ohmite.com	Leading provider of resistive products for high current, high voltage and high energy applications includes wirewound, wire element, thick film and ceramic composition. Also, a leader in EMI Filtering and Thermal Management solutions	TTI, Digi-Key, Master, Carlton-Bates, Hughes-Peters, Future, Dove, Richardson, Waldom
 www.omron.com	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 and TTI
 eeseal.com	Top quality EESeal® connector inserts for high value electronics with EMI and/or transient protection issues	BTC, Powell
 www.tclad.com	High quality and performance thermal management substrate materials and circuits	
 www.zeusbatteryproducts.com	ZEUS Battery Products is your strategic supplier for both direct and battery backup power requirements, with extensive experience encompassing unique designs in all chemistries, including lithium ion, lithium polymer, lithium iron phosphate, nickel metal hydride, nickel cadmium, sealed lead-acid, lithium primary and alkaline	Carlton-Bates, Hughes-Peters, Wes-Garde Components



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

