



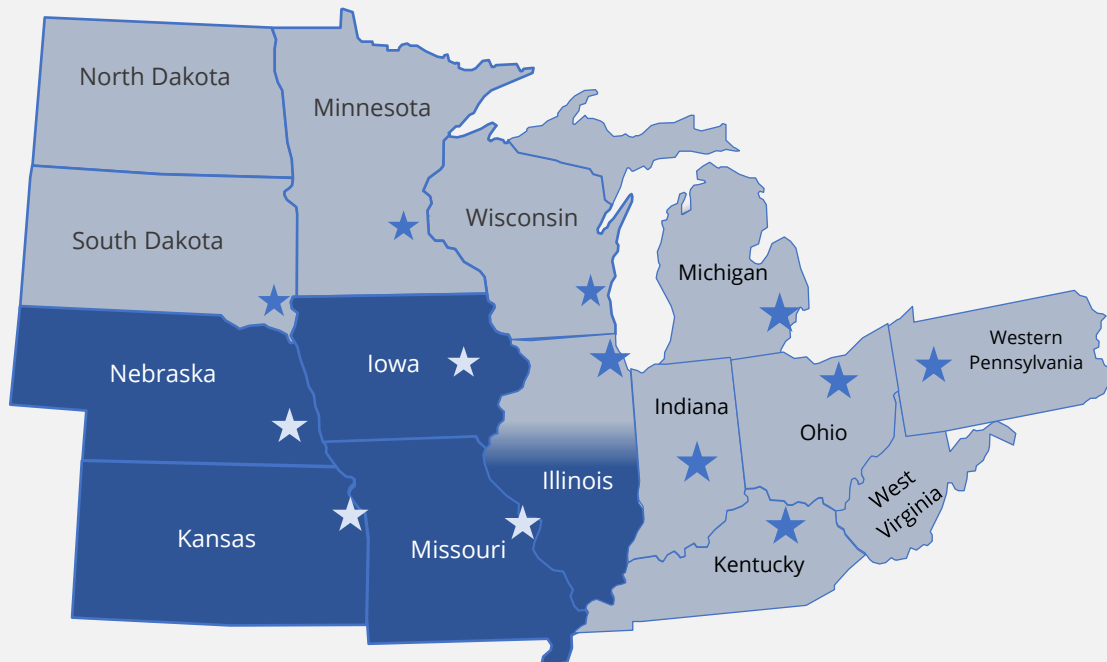
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Mel Foster Company

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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.

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Carlton-Bates, i i-Ke , Master, Mo ser, e ar , - enesis, a er



a e seal o

Man a t r e r o e n i r o n e n t a l s e a l i n g s o l u t i o n s i n l i n e a n d o l e t e l i n e o r e s a l e s e l - s e a l i n g a s t e n e r s a n d a s e r s t o r o t e t a n r o l o n t e l i e o e l e t r o e a n i a l s i t e s a n i r i t r e a e r s

llie , Carlton-Bates, i i-Ke , Mo ser, e ar , e s a r e



s i t e s o

s t t o n , a i a t i o n , a t i l e , K e s i t , o l e , o e r , i t l o , o t a r , l i e , n a a n e e l i t e s

llie , r r o , n e t , i i-Ke , t r e , Masters, Mo ser, e ar , a e r,



a r l i n t e o

C a r l i n r a n s a o n t e o r l s l a r e s t a n a t r e r s o i r i t r e a e r s , s i t e s , o e r i s t r i t i o n n i t s , i t a l s i t i n s t e s a n e l e t r o n i c o n t r o l s o r r a n s o t a t i o n , a t a o , M a r i n e a n o t e r i n s t r i a l a r e t s

llie , n e t , Carlton-Bates, i i-Ke , Mo ser, e ar , a e r , e s a r e



e i o n n e t o

- a s e C B a n a t r e r s e i a l i n i n t e r a l a n a e e n t , e t a l l a i n , e a o e r a n a a n e s o l e r a i l i t r o s i n l e - s i e t o o l e l t i - l a e r C B s



e l o - i n o

l e t r o e a n i a l a n e l e t r o n i c o n o n e n t s i t a o s o n e e l o i n a o r l - l a s s r o t - i t o a t e r t o t e r e i r e e n t a r o s s a i e r a n e o i n s t r i a l , a n a t r i n a n r e n e a l e o e r a r e t s e e n t s



o n s o n e l e t r i o

e a i n a n a t r e r o o t o r s , a t a t o r s , o t i o n s s t e s a n r e l a t e e l e t r o - e a n i a l o n o n e n t s o r a t o o t i e , i n s t r i a l a n e i a l a l i a t i o n s

llie , B e o n , i i-Ke , e s e t e r s , M a s t e r , M o s e r , e a r , e e r l e s s , e l a e i a l t i e s , a e r



o a s e e r o

o r l i e l e a e r i n i i l e s i s t o r s n t C r r e n t e n s e e s i s t o r s i e e r i n a l a n i o l t a e e s i s t o r s , i n i l C i a n r e e s i s t o r s

r r o , Carlton-Bates, i i-Ke , e s - e t e r s , M o s e r ,



l a i r o

e r e e r r e t e r a l a n a e e n t s o l u t i o n s s l i e r a o r a n a t r e r s o l a s e r , a n a t i a l , i n s t r e n t a t i o n , e i a l i a i n , l i n i a l i a n o s t i s a n t e l e o e i e n t

llie , n e t , i i-Ke , H e i l i n d , M a s t e r , M s e r , a g e r ,



www littel se

s e s l y w i t s e s a r i s t r s a s D i s a r g e e s D s D A t r d e i e s i l i n r t e t i n A r r a y A d e i e s y r i s t r s D i d e s l s e a r d D r e s s r s e e d w i t e s , e l a y s a n d e n s r s

Allied, Arr w, Digi-Key, t r e , H g e s - e t e r s , M s e r , N e w a r k ,



www r n

e l a y s , w i t e s , e n s r s , a e t y , n t r l a n d n n e t r s , M M e n l g y r n d s t r i a l A t a t i n , H e a l t a r e , M i l i t a r y , A s e e n t , n i a t i n a n d n e r g y e t r s

Allied, Arr w, A n e t , D i g i - K e y , H e i l i n d , H g e s - e t e r s , M s e r , N e w a r k , a g e r ,



e e s e a l

a l i t y e a l n n e t r i n s e r t s r i g a l e e l e t r n i s w i t M a n d r t r a n s i e n t r t e t i n i s s e s

, w e l l



www s i s e n s e

e i e n s e r t l i e n i r n e n t a l a n d l w s e n s r s i s a i e d a t d e a n d i n g s e r s i n t e a t t i e , i n d s t r i a l , i l d i n g a t a t i n , a n d n s e r d e i e a r k e t s w i w a n t a t , l w - w e r a r d - n t r d t s



www t l a d

H i g a l i t y a n d e r r a n e t e r a l a n a g e e n t s s t r a t e a t e r i a l s a n d i r i t s



www e s a t t e r y r d t s

a t t e r y r d t s i s y r s t r a t e g i s l i e r r t d i r e t a n d a t t e r y a k w e r r e i r e e n t s , w i t e t e n s i e e e r i e n e e n a s s i n g n i e d e s i g n s i n a l l e i s t r i e s , i n l d i n g l i t i n , l i t i l y e r , l i t i r n s a t e , n i k e l e t a l y d r i d e , n i k e l a d i , s e a l e d l e a d - a i d , l i t i r i a r y a n d a l k a l i n e

D i g i - K e y , H g e s - e t e r s , M a s t e r

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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

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