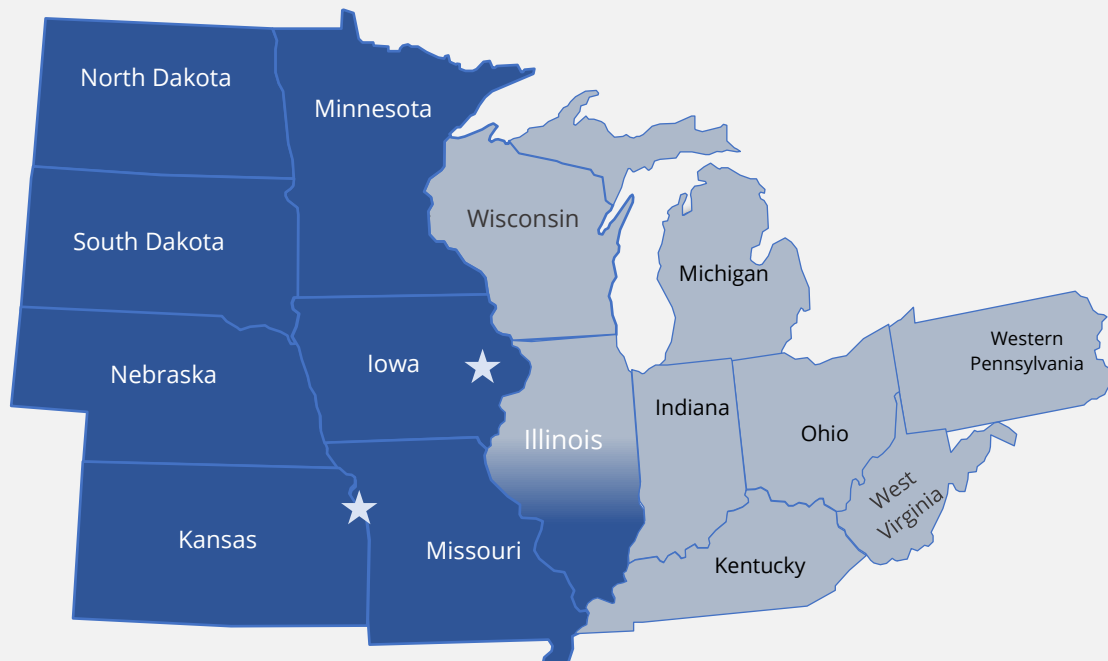


WesTech Sales

Mel Foster Company
westech-sales.com

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














WesTech Sales, a division of Mel Foster Company, is a 100% employee-owned, customer focused electronic manufacturers' sales and solutions representative firm serving the military and commercial electronic markets with sales resources in Iowa, Minnesota, Missouri, Kansas, Southern Illinois, Nebraska, North Dakota and South Dakota.



WesTech Sales was acquired by the Mel Foster Company in 2020, 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.

Manufacturers

Principal	Products	Distribution Partners
 A KYOCERA GROUP COMPANY http://www.avx.com/	Antennas – passive and active steering, Multilayer and Single layer, Broadband capacitors, RF and Microwave capacitors, Resistive products, custom Thin Film passives, Bandpass, Lowpass, High pass, Diplexers filters, Couplers, Attenuators, Inductors, LoRa Modules, Automotive, Commercial and Military products.	Richardson RFPD, Mouser, TTI, Arrow, Avnet, Digikey
 www.apawireless.com	VCO, CRO, PLL	
 https://www.ema-eda.com	RF and Microwave Design Simulation Tools. Microwave Office- Complete RF and Microwave Design Software, Visual System Simulator- RF/Wireless Communication System Design Software, Analog Office- High-Frequency Software for Analog RFIC Design, AXIEM- 3D Planar Electromagnetic Simulator, Analyst- 3D FEM Electromagnetic Simulator, Circuit design and layout, Real-time circuit tuning	
 www.koe-j-display.com	HD and TFT LCD Panels – IPS, Transflective, Transmissive, Monochrome STN, Color STN, 2.7" to 21", -30 to +85 degrees C	Jaco
 www.masttechnologies.com	RF Absorbers, Microwave Absorbers, EMI Shielding Elastomers, High Temperature Coatings, Specialty Caulks, Customized Inks, Suppress-N-Sink (Absorber and Thermal Pad)	
 www.mwc-llc.com	Connectors & Cable Assemblies from: Amphenol Connex, Amphenol RF, Assurance Technology Corporation, Cobham Advanced Electronic Solutions, Cobham Aeroflex, Corning Gilbert, Custom Cable Assemblies, CW Industries, Delta Electronics Mfg., Dynawave, Dynawave Cable, Huber + Suhner, Astrolab Supply, Insulated Wire, JFW Industries, Kings, Meca Electronics, MCI Coil, Micro-Coax, Nextek, Radiall, SRI Connector Gage, SV Microwave, TE Connectivity, Times Microwave Systems, XMA Corporation	
 www.mtronpti.com	Crystal Oscillators (TCXO, VCXO, VCXO, OCXO, XO, Timing Modules, High Shock/Munitions)- Crystal Filters, LC Filters, Crystal Resonators, Clock Oscillators, Ceramic, Filters, Cavity Filters & Diplexers, GPS DO, Digitally Tuned Filters, Switched Filters, C/E/V Band Diplexer, Power Amp (250KHz - 40GHz, 1W - 4 KW)	Arrow, Dove, CDI
 www.noreast.ca	EMI/RFI Inductors, Switching, Current, High Voltage, Medical, Electro-Mechanical, Specialized Potting & Varnishes	Avnet
 www.nuvotronics.com	Poly Strata, Amplifiers, Antenna, Filters, Switches, Integrated Modules, Diplexers, Sensors, TDU's, Wave Guides, Power Combiners.	
 www.qorvo.com	Amplifiers, Integrated Modules, Optical Components, Oscillators, Passives, Switches, GaN, Discrete Transistors and IC's, Filters and Duplexers, Frequency Converters, SAW, BAW, Power Control	RFMW, Richardson RFPD, Mouser, Digikey
 a SUTSEA AIDT company www.simcomwireless.com	Wireless Modules – GSM/GPRS, GNSS, WCDMA, CDMA, LTE, GPS, GPS/GLONASS, BEIDOU, ND-IoT, eMTC & NB-IoT Modules, M2M-Smart Metering, Telematics, Retail, Security & Surveillance, Remote Medical Fitness, Consumer Electronics & Wearable	
 www.tekmos.com	ASIC: Custom Structured, Standard Cell, Mixed-Signal; FGPA to ASIC, Obsolescence Conversion, Mill/Aero, MMICs, E-Band MMICs, .6um to 28 nm, High Temp Semi, 80C51 & 80C186 Micro's, 68HC705, 68HC711 Micro's, Flash Memory	America II
 www.towersemi.com	Pure-Play Semiconductor Wafer Foundry, BiCMOS & SiGe, RFCMOS & Analog, Digital CMOS, Multi-Project Wafers, .5, .35, .18, .13, Micron Process.	

Why WesTech 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. WesTech 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 Midwest territory
- 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

