

AS SEEN IN



# INDUSTRIAL Community

The industry newspaper

• September 2003

• Cameron County • Matamoros • Valle Hermoso

• Volume 2

• No. 17



**S**INCE its inception in 1989, Chip-Tech Ltd. has managed to make a name for itself within the electronics industry. It has become well recognized as a franchised electronic component distributor that does not take “NO” for an answer. The company makes it a point to focus on and develop a customized approach towards dealing with their individual customers. This approach has earned them recognition within the electronics community. In the May issue of Electronic Purchasing Magazine, Chip-Tech, Ltd. was featured among the top 75 electronics distributors, as well as being rated number one in growth percentage amongst their peers.

And now this customer-conscious company is attacking another demand within the market. Vice President Neal Stevens said, “for a while now we have noticed quite a demand for MRO products and after examining the market, we discovered that there is plenty of room for a reliable, customer-oriented distributor. We decided to capitalize on our excellent

reputation for quality, service and competitive pricing. After careful planning, we are now ready to enter this market.”

That is where Chip-Tech MRO enters the scene. The new fledgling company that Chip-Tech has created addresses the industrial needs of the Valley. Taking into consideration that any one company’s MRO demands tend to differ from the next, Chip-Tech has prepared themselves by offering products that meet a wide range of requirements, such as basic maintenance, repair, operating and production.

In order to give their customers a comprehensive overview of the types of products that can be supplied, Chip-Tech MRO has set up two catalogs, as well as an online product handling and safety catalog. All three of which are currently available for viewing at [www.chiptechMRO.com](http://www.chiptechMRO.com). These online tools can be used as a reference guide.

When asked why a reference ‘de, Stevens said, “Chip-

Tech’s philosophy has always been to allow its customers to benefit from our buying power.”

Potential customers are encouraged to contact their local Chip-Tech representative or use the online request form for a price quote.

Chip-Tech is also looking forward to opening a new stocking facility to support the everyday MRO needs of buyers, as well as customer specific product for companies that choose to take advantage of Chip-Tech Inventory Management Programs. This building is set to open in mid-August and is located in Pharr, Texas.

With eight years of maquiladora experience already under their belt, Chip-Tech has a rooted interest in the success of the surrounding local business community. The company has taken steps to make itself an active part of the community. Chip-Tech has supported local golfing events, maquiladora soccer teams and most recently, the Rio Grande Valley Killer Bees Hockey Team. As Stevens said, “Chip-Tech is a company that is here to stay!”

And they are looking forward to further cementing their presence in Texas with this latest venture into the industrial arena. With a well-laid foundation of trust and reliability, Chip-Tech is confident that they will be able to make the Valley’s most aggressive electronics distributor it’s most aggressive MRO distributor.

Chip-Tech has made a name by committing themselves to the interests of their customers.

For further information, please feel free to visit them at [www.chiptechmro.com](http://www.chiptechmro.com) or [www.chiptech.com](http://www.chiptech.com). ■



**TOP:** Chip-Tech’s new Pharr facility will be open soon. Chip-Tech staff include, from left, Dan Flores, Regional Manager; Robert Glenn, President; Mario Rodregez, Regional Sales Manager; Robert Cantu, Warehouse Manager; and Eric Benson, IT Manager. The new facility is located at the El Capote Industrial Park in Pharr.