



One Source. Many Solutions.

Company Profile

CHARTER

Formed in 1981 to provide *Test and Measurement Solutions...*

From the beginning a solid technical support organization helped establish customer confidence and led to the long-standing Testech hallmark of strong, supportive manufacturers. Test technology has undergone a dramatic evolution since 1981, but this original charter still precisely defines our business, provides clear differentiation between Testech and other representatives and offers our manufacturers the best local coverage available in the TOLA area.

We strive to be a dependable ally for our customers through supporting the development of standout products as well as helping focus on total quality management. As development and production life cycles grow ever shorter and device speeds ever faster, the role of early design fault detection becomes more and more critical to both quality and product profit potential. Our relationship with manufacturers of equipment offering advanced features, flexibility and performance has allowed Testech to become an important partner in the Test & Measurement market.

We offer our customers cutting edge products backed by manufacturers committed to quality and performance. Our competition is generally one of three major manufacturers, often carrying the advantage of brand recognition. However customers appreciate the edge we derive by working with manufacturers focused on a narrow product range and have come to expect from us performance that surpasses the larger competitor.

PHILOSOPHY

Focus on a small group of highly compatible lines...

Committed to solution selling, our Sales Reps work at maintaining detailed product application knowledge. While we expect first quality support from our manufacturers, the level of instrument and application knowledge we require of ourselves leaves little room for lines who do not strive to be the best. Our company focus is centered upon:

<p>Total Customer Service</p> <p><i>through technical excellence and maximum support</i></p> <p>Peak Performance</p> <p><i>through aggressive account coverage & control</i></p>
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Management is intimately involved in all aspects of sales and sales development with customers, products and sales reps. Owner/partner relationships help establish strong loyalties to the Testech organization and promote long term growth.

Field Sales Reps with strong technical backgrounds and winning attitudes combine with continuous training to ensure the best area coverage in the industry. All have experience from both the sales and user perspectives and understand that greatest success is achieved by providing the best support.

We are equally committed to internal excellence. Remote offices are serviced by our Richardson headquarters for all incoming phone work, technical help, quotations, etc. in order to provide the very best support. Our entire staff is trained and motivated to ensure that doing business with Testech is pleasant, efficient and profitable for our principals and customers.

. Testech has slowly evolved from a product sales company to an approach based fully upon functioning as consultants to our customers in providing solutions for their test and measure requirements. We will continue to focus our senior sales reps on major accounts and vertical markets. Testech adds staff as necessary to support smaller customers and ensure continuity and growth in that important customer base.

PROMOTION

Testech produces regular mailings and an effective company catalog. Our quarterly newsletter has become significant to new product introductions as well as providing an effective medium for other announcements and promotions. We aggressively participate in local trade shows and industry organizations and welcome opportunities for joint advertising and promotion. Check out our website at www.testech.com.

LINES

A very critical element in our success has been our ability to attract and keep top lines. Strong, supportive manufacturers of products that fit the market have been another Testech hallmark. We are all proud of the lines and relationships developed over the years. They have provided us with a long list of industry-leading products.

SALES ORGANIZATION

Our sales reps come from design and test backgrounds and have excellent technical and sales experience. We strongly believe this to be the best test and measurement sales team in the area. Manufacturer and customer references are available.

OFFICE	NAME	POSITION
Dallas	Larry Milligan	President/Partner
	Donny Stanton	President
	Tammy Jackson	Sales Admin
Fort Worth	Randy Norfleet	Sales Rep
Austin	Donny Stanton	Sales Rep
Houston	Dan Tarver	Sales Rep/Partner
OKC	Jim VanDerwiele	Sales Rep

SALES AREA

From five offices we provide sales coverage throughout Texas, Oklahoma, Arkansas and Louisiana.

SUMMARY

The right people, lines, and customer relations combined with proven motivational programs and continuing sales and technical training to guarantee maximum account coverage and control. Ongoing concept and process innovation ensure that ***if your product and philosophy match our charter, Testech is the clear choice.***

OFFICES

Dallas

1201 Richardson Dr. #240
Richardson TX 75080
972-644-5010
Fax 972-644-3820

Fort Worth

1220-G Airport Freeway #453
Bedford, TX 76022
817-765-1452

Austin

972-333-8839

Houston

919 N. Avenue A
Freeport, TX 77541
281-772-3018

Oklahoma City

1712 Whispering Creek Court
Edmond, OK 73013
405-202-2203

www.testech.com

SALES REPS

Larry Milligan – *Sales Rep/President and Partner*

Larry joined Testech in 1995 as a sales rep and in 2000 was appointed President. Larry began his career in electronics in the Marine Corps, spent 11 years with Mostek and 10 years with AVO International where he was VP Engineering.

Larry lives in Dallas, TX and received his BS degree from Oklahoma State University in Engineering and his MS degree from Abilene Christian University in Business.

Donny Stanton – *President/Sales Rep*

Donny worked as a Sales Engineer for Testech from 2000 to 2002 and has now returned as President. Donny has spent most of his career in semiconductors, 10 years with ST Microelectronics, 5 years with Dallas Semiconductor / MAXIM and 9 years with Texas Instruments. Donny has managed a team of Product Engineers for over 15 years at prior semiconductor companies. Donny also covers key accounts in the Dallas, Central and South Texas regions for Military, Semiconductor and Telecommunications.

Donny earned a BSEE degree from the University of Texas at Arlington and lives in Lewisville, Texas.

Randy Norfleet – *Sales Rep*

Randy develops and maintains customer relationships in the West Texas area which includes Ft. Worth, Waco, Lubbock and Abilene. He joined Testech in 2010.

Randy has been selling electrical and optical Test & Measurement equipment since 1995. He sold TTC/Acterna/JDSU, Digital Lightwave and Luna Technologies in Texas, Oklahoma, Arkansas and Louisiana.

Prior to his Test & Measurement career Randy served in the U.S. Marine Corps as a pilot logging 35 combat sorties in Desert Storm. He was medically retired in 1995 after sustaining injuries in the Oklahoma City bombing. Randy holds an MBA in International Business and an undergraduate degree in Computer Science.

Dan Tarver – *Sales Rep and Partner*

Dan, who worked for Testech for 8 years previously, rejoined Testech in 2003. Dan started his electronics career in the Navy working in avionics systems in a hands-on and training environment. After 8 years with the Navy, he then worked for several years in Computer Systems Engineering Services for BEST-Hughes, a subsidiary of the Hughes Tool Company that specialized in oilfield electronic monitoring systems, before coming to Testech.

Dan has extensive experience in Southeast Texas and South Louisiana covering a broad array of industries from Computer Manufacturing at Compaq/HP to Aerospace Engineering at NASA to Medical Electronics in the Houston Medical Center to Oil Exploration and Chemical Plant Research along the Gulf Coast.

Jim VanDerwiele – *Sales Rep*

Jim joined Testech in 2010 and is currently covering the Oklahoma, Arkansas and Texas Panhandle territory. Jim has worked in the Oklahoma City area for many years with Alcatel-Lucent as a Senior Development Engineer and Distinguished Member of Technical Staff for test set design, integration, and support.

His major accounts are FAA, Tinker AFB, Charles Machine Works, Boeing, Halliburton and various appliance manufacturers in Arkansas

Jim earned a BSEE degree from Oklahoma State University and an MSEE from Oklahoma University, is a member of IEEE, and is also a Registered Professional Engineer. Jim lives in Edmond, OK.