

MarTec Incorporated

martecincorporated.com
 Covering Alabama, Georgia,
 Mississippi, and Tennessee & a
 limited product range in North and
 South Carolina

Lines: ASC, AEGIS Industrial
 Software, AIR-VAC, Cablesan,
 Cencorp, Eubanks, Hepco, Hover-
 Davis, Indium, JNJ Industries,
 JUKI, Nortec, PRO-MATION,
 SCS, SPEA America, Speedline/
 MPM/Camalot/Electrovert, Stone
 Mountain Tool, Vision Engineering,
 YesTech, ZESTRON America

“Contract manufacturers are beginning to investigate 01005 capability.”

Matrix Sales

matrixsalesinc.net
 Covering New England

Lines: Bliss Industries, DEK,
 ECD, FocalSpot Inc, Hover-Davis,
 IAC Industries, Inovaxe, Kester,
 Kyzen, Miyachi Unitek, Nordson
 YESTECH, PEMTRON, Specialty
 Coating Systems, Techspray,
 Universal Instruments, Valor,
 Vitronics Soltec

“Customers are looking more closely at selective soldering.”

Matthew Associates

matthewassociates.com

How is business in your territory and how do you see the market performing in 2011?

Business is very good in New England. If not for newspapers and television news reports, I am not sure you would know that we still have a problem with the economy. Having said that, there are still many unemployed people, which is sad and unfortunate.

What new technologies have you seen emerging in your territory?

Many companies that I deal with are transitioning from wave soldering to selective soldering because it affords a better end product. In most cases, wave is not the best way to solder a board. Customers are looking more closely at selective soldering because it provides better equipment and operation costs as well as final product quality.



**Howard
Budovsky**

Matthew Associates

Covering New England and New
 York

Lines: Aegis, Aqueous
 Technologies, Control Micro
 Systems, Data I/O, Heller
 Industries, Integrated Ideas,
 MyData Automation, Milara,
 PDR Technologies, Pillarhouse
 International, Production
 Solutions, Simplimatic, Viscom