



CHIPTRONICS, INC.

COMPANY OVERVIEW



HISTORY OF CHIPTRONICS



■ Stringing of beads

- Early computer used “core memory “ beads
 - Local residents familiar with this technology
 - Core memory beads transitioned to printed circuit board assembly
 - 1977 Chiptronics Inc, was formed as a Native American owned distribution provider for electronic assemblies
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■ Management Team

- Linus Morin, President
 - Bill Tuttle, Vice President
 - Liz Baker, Admin. Assistant
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CHIPTRONICS CHARTER



- Chiptronics Inc Charter:

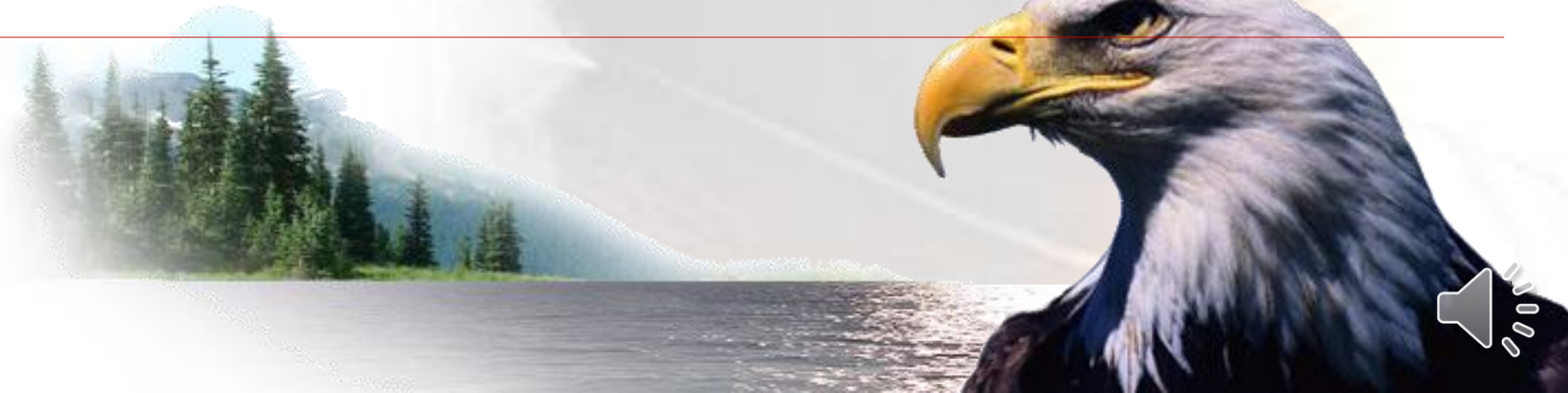
“To create jobs in an economically depressed area”

- Rolette County designated HUB Zone

- Turtle Mtn Reservation – 66% unemployment

- Main employers: government / casinos

- Manufacturing sector provides best vehicle to meet the Chiptronics charter



Manufacturing Agreement



- **Chiptronics has a manufacturing agreement with the Benchmark Dunseith site**
- **Agreement in place for over 30 years**
- **Benchmark Dunseith employs over 60% Native American**
- **Agreement key to creating jobs in our local HUB Zone**



Customer Base



BARCO

LOCKHEED MARTIN



NORTHROP GRUMMAN



IBM

Honeywell



Chiptronics & Benchmark Relationship



Business Agreement/Work Flow

- Distribution Agreement In Place with BEI
- Service Agreement negotiated and signed by Chiptronics
- RFQ Submitted by Chiptronics
- Customer P.O.'s Issued to Chiptronics
- Chiptronics Issues P.O. to BEI
- BEI Bound to Customer T&C's of P.O. & Service Agreement
- Chiptronics & BEI Jointly Manage Customer Contract
- Jointly Manage Day to Day Customer Relationship
- BEI Manufactures Product per Customer Specifications
- Chiptronics Manages Finished Goods Inventory
- Chiptronics Distributes Product to Customer



VALUE ADD SERVICES



- **Meet Customer SDB or SBA Contract Requirements**
 - Located in SBA Hub Zone
- **Joint RFQ and Contract Negotiations with BEI and Customer**
- **Competitive Distribution Rates**
- **Inventory Management**
 - Kanban Fulfillment
 - Replenishment Agreement with BEI
- **Worldwide Inventory Mgmt Hubs**
 - Dunseith, ND
 - Budapest, Hungary
 - Oradea, Romania
 - Shenzhen, China
 - Rochester, MN
- **Vendor Managed Inventory**
 - Key Customer Strategic Component Mgmt.
- **Logistics Management**
 - Packaging Solutions
 - Optimize Freight Handling and Expense
 - Expedited Logistics Service
 - Custom Clearance Support



Chiptronics Credentials



- Small Business Administration (SBA)
- Small Disadvantaged Business (SDB)
- National Minority Supplier Development Council (NMSDC)
- Hub Zone
- Political Support
 - Sen. Heidi Heitkamp (D-ND)
 - Sen. John Hoeven (R-ND)
 - Congressman Kevin Cramer (R-ND)
 - Governor Jack Dalrymple (R-ND)
 - Tribal Chairman Richard McCleod
- ISO9001:2008 Logistics



Summary



- ISO 9001:2008 Certified
- ITAR Compliant
- 30+ Years Servicing Aerospace/Defense/Computing and Industrial Customers
- Global Hub and Distribution
- Poised for Growth
 - Labor Surplus Area,
 - White Space Available
- Excellent Quality & Delivery Performance
- Provide Diversity Solutions



CONTACT INFORMATION



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