



Chip-Tech in Mexico

"I first came to the border in the mid 1990s. I was amazed at what I saw," says Neal Stevens, executive vice president of Long Island, N.Y.-based electronics distributor Chip-Tech Ltd.

On the Mexico side, one can see industrial park after industrial park, each one housing many of today's household names in electronics; On the Texas side miles of warehouses. "I watched the raw materials come in and the finished products leave. I felt like that little kid in the candy store," he says. Of course things were never that simple or quick, but Stevens knew that once the door was opened, Chip-Tech would be there for the duration.

Over the years, Chip-Tech has built a strong reputation by being the buyer's distributor. The flexibility to adapt rapidly to a customer's needs as well as management's ability to make quick decisions has always kept it in the forefront. The company's hands-on philosophy is passed down from management and echoes throughout every department.

Chip-Tech originally set its target on the twin plant cities of McAllen and Reynosa and then proceeded with one goal in mind: to expand its only customer and spread the word that there was a new kid on the block. Since that day, Chip-Tech has endured the ups and downs and now presents itself as one of Reynosa's premiere electronic distributors.

"Chip-Tech always prided itself as best in customer support, the best in on-time delivery, and the fastest in quote response time. Combine that with a competitive price and rest is history."

Chip-Tech exudes such confidence that it can sometimes seem cocky. Robert Glenn, Chip-Tech's president, said: "We take nothing for granted. We work hard everyday, all day. We are confident because we have an excellent track record. We received supplier of the year awards, excellent quarterly report cards from major OEM's, as well as our ISO9002 performance matrix to remind us of how we are doing." This chart monitors all

monthly shipments and is posted in the office for all to see.

Dan Flores, Chip-Tech's regional sales manager in the Reynosa valley, approached them looking for employment. He has been working in electronics distribution for numerous years and competed directly with Chip-Tech. When asked why he wanted to work for Chip-Tech he said, "If I can't beat them, I may as well join them."

Chip-Tech recently hired sales people to work in San Diego, El Paso, McAllen and Brownsville. They have the border covered from the Pacific to the Gulf. Chip-Tech's desire is to open additional in-plant stores, warehousing and sales offices to better serve their growing base of electronic manufacturers.

For Chip-Tech, opening the door is only the beginning. Innovation and agility are what makes it stand out amongst its competition. Its management team prides itself on being receptive to challenge. That task is keeping the supply chain flowing. Making sure the 1,000 plus electronic components at any one of its in-plant stores in Reynosa meets the contractual agreement with their customer. Adjusting inventory as its production forecasts change is done at a moment's notice. An increase in forecast means more product is needed. Modifications in software programs enable it to track changes in production, lead times, and the arrival of products in Texas and Mexico. All of this is monitored through the use of the Internet, the corporate office, the warehouse, and the implant stores. The customer can even track inventory in real time.

They didn't stop there. With the cooperation of manufacturers Chip-Tech will be able to add another factor to the equation. Shortly the customized inventory software will be able to track the product at the manufacturer's warehouse as well as what's in transit to the implant store.

Chip-Tech prides itself in being the fastest growing electronics distributor in Reynosa. It is one of a few that can boast increased sales during the technology down turn of the last few years. With the placement of a sales team near Juárez and Tijuana it hopes to repeat this performance in other areas.

Chip-Tech's reputation as a buyer's distributor is getting noticed not only by the customer but also by manufacturer's representatives. Chip-Tech has been offered many franchised lines in the past few years. Currently they have almost fifty lines, with names such as Bussmann, American Zettler, Mallory, Cornell Dublier and Panduit. The forecast for the future is bright and clear; Chip-Tech will continue to aggressively pursue the twin plant areas.

Visteon

Visteon Corporation, a leading full-service supplier of integrated systems for the automotive industry, recognized its Lamosa plant in Nuevo Laredo, Tamps. for exemplary quality performance. The Lamosa plant maintained a zero defective parts per million produced units (0 PPM) for 24 consecutive months.

At a recent ceremony, Michael Johnston, president and chief operating officer of Visteon Corporation, and José Manuel Suárez, Nuevo Laredo mayor, awarded the recognition to Aldo Ochoa, Lamosa's plant manager.

"Our customers expect a high quality standard and defect-free products," Johnston said. This is our commitment, and when we accomplish it, like Lamosa did during the last two years, we encourage them to trust in Visteon."

"Achieving a record of 0-PPMs during 24 months in a row is the result of working hard according to the highest international quality standards," said Aldo Ochoa.

The Visteon Lamosa plant has approximately 900 employees. Among its products are catalytic converters, racks, stabilizer bars and steering re-manufactured components.

Elsewhere in Visteon's Mexico holdings, its Visteon Carplastic plant in Monterrey, N.L., is supplying the instrument panel and air conditioning hoses for the Nissan Patina, a new model launched in Mexico.

Visteon designed, engineered and manufactured the Patina's instrument panel, using an innovative process of molded-in color polypropylene, at Visteon Carplastic plant in Monterrey, N.L. Air conditioning hoses for the vehicle are manufactured at Visteon Climate Systems

Mexicana plant in Querétaro.

Visteon's instrument panel helps Nissan differentiate the new car in a variety of ways. First, it offers an attractive combination of colors and tones. Second, it helps reduce noise, vibration and harshness. It improves durability and enhances safety by increasing visibility for the driver. Finally, the panel is recyclable.

Visteon also will manufacture front-end modules and integrated cockpits for the new Nissan pick-up trucks, to be produced in 2003, at its new U.S. plant near Canton, Miss. Visteon's components include the instrument panel with steering column and airbag, instrument cluster, multimedia unit, wiring, console and climate control system.

In addition, Visteon Voice Technology is available in the Infiniti Q45 luxury sedan. This system allows the driver to keep hands on the wheel and eyes on the road while giving voice instructions to control audio, telephone, climate control system and other electronic functions.

Visteon Corporation is a leading full-service supplier that delivers consumer-driven technology solutions to automotive manufacturers worldwide and through multiple channels within the global automotive aftermarket. Visteon has about 79,000 employees and a global delivery system of more than 180 technical, manufacturing, sales and service facilities located in 25 countries

IMI Cornelius

IMI Manufacturing of Mexico has opened its largest plant in the world in Reynosa, Tamps. The plant will manufacture soft drink machines. The plant opened with 320 workers and employment is expected to reach 640 workers.

IMI of Mexico is a subsidiary of IMI Cornelius. The Tamaulipas department of Economic Development and Employment supported the project by providing the environmental impact study and has also approved IMI's expansion plan. IMI's main clients are leaders in the sale of refreshments and beer.

