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www.proteqsolutions.com

ProTEQ Solutions is the number one Test & Measurement sales company in New England!

ProTEQ Solutions is a tier one manufacturer's representative sales company covering the 6 New England states. The company has a long history of selling Test and Measurement instruments in this territory and is widely regarded as the premier manufacturer's sales representative company in New England.

The company is employee owned which means that we have a personal stake in the business and we do not have any turn-over.

Companies we represent include some of the best manufacturers of electronic test equipment in the industry including Ametek Programmable Power, Fluke Corporation, Tektronix, Agilent, and Trak Microwave to name a few. We have represented the top companies for over 10 years and we have very strong relationships with our principals. Our commitment to the manufacturer relationship often extends beyond the local sales of products to actively participating on rep councils and meeting with our manufacturer's management teams to help them grow their business.

The products that are sold through ProTEQ Solutions are primarily general purpose high technology test and measurement instruments. These include power supplies, oscilloscopes, spectrum analyzers, power analyzers, calibrators, function generators, GPS time & frequency synchronizers, bus analyzers, and channel simulators to name some of the popular products.

Our territory includes; Maine, New Hampshire, Vermont, Massachusetts, Connecticut and Rhode Island. We actively cover all six states with regular customer calls and by conducting local product shows, technical seminars and lunch-and-learns.

Current active customers include military contractors such as BAE, Raytheon, General Dynamics, Lockheed Martin, Sikorsky, Naval Undersea Warfare Center, Electric Boat, and Northrop Grumman; as well as large commercial customers such as Teradyne, Analog Devices, Bose, Axcellis, Varian, Intel, Analogic, Hamilton Sundstrand, and American Power Conversion to name a few.

Power & Cabinets



- + AC/DC power sources
- + Programmable AC sources: 250VA to 480kVA
- + Programmable DC sources: 60W to 30 kW+
- + Electronic loads - AC/DC
- + Modular Power Supplies
- + Programmable AC/DC: 750VA to 2250VA



- + Industrial/Military Rugged UPS
- + Power Conditioning



- + Racks
- + Enclosures
- + Computer Cabinets
- + NEMA, NEBS, Seismic Solutions
- + Custom Solutions



- + Power Analyzers
- + Transformer Testers
- + Hi-pot Testing
- + LCR Meter

Calibration & Test



- + Multi-Function Calibrators & Software
- + Data Acquisition Systems
- + Reference Multimeters
- + Frequency Counters
- + Signal Generators



- + Digital Storage & Mixed Signal Oscilloscopes
- + Logic Analyzers
- + Arbitrary Waveform Generators
- + Serial Bus Decoder



- + Semiconductor Parametric Analyzers
- + CV-IV Parametric Measurement Systems
- + Curve Tracers, High Voltage / High Current

Excalibur Engineering

- + Quality used equipment for Sale/Rent/Lease
 - + Agilent, Tektronix, Rohde & Schwarz, Anritsu, LeCroy, Yokogawa



- + Militarized Rugged Laptop/Portable Computers
- + Outdoor Readable & Night Vision Displays

Compliance & Environmental



- + IEC 61000 Standards
 - Harmonics
 - Flicker
 - AC Immunity
- + Avionics Compliance
 - ABD100
 - AMD24
 - B787
 - DO-1600
 - MIL-STD-704F (Rev's A-F)



- + Multi-Channel, High Speed DAQ Systems
- + Voltage, Bridge and TC Inputs
- + Sync Data, Video and Audio
- + Record and Display Realtime



- + Safety & Compliance Testers
- + EMC Test Equipment
- + ESD Simulators
- + Lightning Surge Simulators



- + Shaker Tables
- + Power Amplifiers
- + Vibration Tables



- + Advanced RF & Microwave Test Sets
- + Component Modeling
- + Characterization
- + ATE Systems
- + Synthetic Instruments
- + Bias Tees



- + Multi Fading Emulators
- + Wireless Channel Simulators
- + GSM/GPRS/EDGE, WCDMA, CDMA, CDMA/CDMA2000, WLAN/WiFi, WiMAX

RF & Microwave



- + Noise Diodes
- + Noise Modules
- + Calibration Standards
- + Noise Generators
- + HD Radio Test Sets



- + Noise Generators
- + Satellite Link Emulators
- + RF up/down converters to 30 Ghz
- + Multi-Octave Synthesizers



- + RF Peak Power Meters
- + RF Power Meters
- + RF Volt Meters
- + Audio Analyzers
- + Peak Power Sensors
- + PIM Testers



- + High Power, Solid State RF & Microwave Amplifiers
- + Modules
- + Integrated Systems
- + Custom Solutions

Design Services

- + Build-To-Print
- + Systems Engineering
- + Systems Integration
- + Acceptance Testing
- + Installation

GPS & Timing



- + Modular Time & Frequency Systems
- + PC Board Timing Products
- + Network Time Servers
- + Modular Distribution Systems
- + Inputs: GPS, SAASM, 1PPS, (1,5,10) MHZ, Fiber Optic

Telemetry



- + Demodulators & Modulators
- + Bit Synchronizers
- + Frame Synchronizers
- + Decommunators
- + IRIG Time Code Readers
- + Calibrators & PCM Generators
- + PCI & VME Form Factor

Customer, city or Zip code	AM	Customer, city or Zip code	AM
Maine (039-049)	Gary Holbrook	NUWC, RI	Jim Bateman
New Hampshire (030-038)	Gary Holbrook	General Dynamics - Needham	Earl Almy
Vermont (05)	Gary Holbrook	General Dynamics - Taunton (MA)	Earl Almy
Connecticut (06)	Jim Bateman	General Dynamics EB (ALL)	Jim Bateman
Rhode Island (028-029)	Chris Poling	General Dynamics (VT)	Gary Holbrook
Massachusetts (010-013) (area code 413)	Jim Bateman	General Dynamics-Pittsfield (MA)	Jim Bateman
Massachusetts (014-017)	Earl Almy	Lockheed Martin - Marion	Chris Poling
Massachusetts (020-027, 0180, 0181, 0173) + Billerica	Chris Poling	Lockheed Martin - Chelmsford	Chuck Freihofer
Massachusetts (019) (Rt 93) Methuen, Lawrence, Andover, No. Andover, Wilmington, No Reading, Tewksbury, Peabody	Gary Holbrook	Calibration labs: Walsh ESSCO, Masy	Earl Almy
Massachusetts (018) (Rt 3) Tyngsboro, Chelmsford, Lowell, Westford, Leominster, Fitchburg, Littleton	Chuck Freihofer	Hanscom AFB	Chris Poling
Analog Devices - Norwood & Cambridge	Chris Poling	Raytheon Mass.; Andover, Tewksbury;	Chuck Freihofer
Analog Devices - Wilmington	Gary Holbrook	Sudbury, Marlborough, Woburn, Lexington	Jim Bateman
Analogic	Gary Holbrook	Raytheon RI	Chris Poling
APC (ALL)	Chris Poling	LTX	Chuck Freihofer
Axcellis	Gary Holbrook	Cobham	Chris Poling
BAE Systems - CT	Jim Bateman	Carlo Gavazzi	Chris Poling
BAE Systems - MA & NH	Chuck Freihofer	MIT-LL & Haystack	Chris Poling
Cisco	Earl Almy	MIT - Cambridge	Chris Poling
Bose	Earl Almy	Mitre	Chris Poling
Hamilton Sundstrand	Jim Bateman	Northrop Grumman	Jim Bateman
Copley Controls	Earl Almy	Osram Sylvania	Gary Holbrook
Draper Labs	Chris Poling	Sikorsky	Jim Bateman
EMC Corporation	Earl Almy	SkyWorks	Chris Poling
Goodrich-CT	Jim Bateman	Sun Microsystems	Chris Poling
Goodrich-MA	Chuck Freihofer	Teradyne (ALL)	Chuck Freihofer
Goodrich-VT	Gary Holbrook	Sensata (Texas Instruments)	Chris Poling
Invensys (Foxboro Company)	Chris Poling	Textron Defense Systems	Gary Holbrook
		Varian Semiconductor	Gary Holbrook



Charles (Chuck) Freihofer

Managing Partner, General Manager

Territory: Major Accounts and Massachusetts (Merrimack Valley)

Key Accounts: BAE Systems, Raytheon, Teradyne, Lockheed Martin, MA/COM, Goodrich

Charles Freihofer has 26 years in High Technology engineering and sales with a focus on Radio Frequency and Wireless Communications. From 1985 to 1997 he owned and operated a local engineering service bureau called DSU Incorporated. DSU provided design and manufacturing services to most of the leading high technology companies in New England. The in-house expertise was mainly in the area of Radio Frequency, CATV, and Communications. The services included engineering, CAD design, assembly and light manufacturing. The company received credit for several U.S. patents for advanced designs in RF & CATV. Chuck was also the Global Sales Manager for Micronetics in Hudson NH from 1997 to 2003 where he hired, trained and managed a world-wide sales force for their instrument division. Micronetics manufactured signal impairment testers for telecommunications. Mr. Freihofer studied engineering at the University of Colorado and business at the University of New Hampshire.



Jim Bateman

Managing Partner

Territory: Connecticut, Western Massachusetts, NY City and Long Island

Key Accounts: Hamilton Sundstrand, Electric Boat, APC, Sikorsky, Northrop Grumman, Naval Undersea Warfare Center, General Dynamics (Pittsfield, MA)

Jim served in the U.S. Navy for over 6 years including 3+ years on submarines. He gained experience on Inertial Navigation Systems, RADAR, Electronic Counter Measures, Antennas, Periscope subsystems including optics, waveguides, antennas and TWT's. He has over 20 years of telecommunications and data communications experience. Mr. Bateman has 12+ years of experience in fiber optics and has been awarded five patents relating to fiber optics. Bateman was Director, Systems Engineering at Net-HOPPER, Spirent Communications where his responsibilities included directing the design, development and implementation of network test access solutions at major companies in the financial community, telecommunications, wireless service providers and ISPs. Prior to joining Net-HOPPER Systems, Bateman held senior engineering management positions at T-Bar/Data Switch and IPC Information Systems. He has extensive knowledge in the design and management of communications switching systems utilized in Telecommunications, LANs, WANs, and disaster recovery networks. Mr. Bateman holds a Bachelor of Science degree from Charter Oak State College.



Earl Almy
Managing Partner

Territory: Major Accounts - Agilent Accounts, Central Massachusetts and Route 495

Key Accounts: Bose, EMC Corporation, General Dynamics, Independent Calibration Labs

Earl served in the United States Air Force as a Metrologist from 1975 until 1980. From 1981 to present he has worked in Test and Measurement sales with companies such as Fluke Corporation, Tektronix Inc., Kiethley Instruments, Wayne Kerr Incorporated and Continental Resources. In addition to sales he has also held positions of Regional Sales Manager, National Sales Manager, and Director of Test and Measurement Sales at Continental Resources. Earl has had extensive experience developing and managing large territories, competitive product sales and developing major accounts. Earl has also been awarded many top salesman awards at each of these companies. Earl Almy holds a Bachelor of Science degree from Daniel Webster College, and 1st year MBA from New Hampshire College.



Gary Holbrook
Managing Partner

Territory: Maine, New Hampshire, Vermont, Massachusetts (North Shore)

Key Accounts: Axcellis, Varian, Osram Sylvania, Textron Defense, Analogic, Analog Devices, IBM, Goodrich. General Dynamics (Vermont)

Gary has over 20 years of experience in high volume Test and Measurement sales primarily from Marshall Industries and Contact East. From 1986 to 1995 Gary was at Marshall Industries where he held positions such as; Product Manager and Marketing Manager. As Product Manager he was responsible for new product introduction and launches. As Marketing Manager he personally developed and implemented company programs for sales, training and marketing of products. From 1986 to 2006 he was at Contact East where he held the positions of; Territory Sales Manager, New England Regional Sales Manager and National Director of Sales. Gary was responsible for national sales of 95 million with a sales channel of 65 representatives and 3 distribution centers. Gary Holbrook studied Computer Science at Middlesex Community College. He also received credit for completion of many nationally accredited sales training programs.



Key Personnel



Chris Poling
Account Manager

Territory: Metro Boston, Southeastern Massachusetts, Cape Cod and Rhode Island

Key Accounts: Massachusetts Institute of Technology (MIT), Mitre, Hanscom AFB, Sun Microsystems, Skyworks, iRobot, Foster Miller, GTECH. LTX, Analog Devices (Norwood), Dynamics Research, Draper Laboratories

Chris has over 10 years of electronic sales in New England. He joined the sales team at ProTEQ in July of 2008. Prior to joining ProTEQ Chris was the National Sales Manager for United Electronics Industries. Chris began his career in sales at Data Translation. He brings to our company a strong background in Data Acquisition. Chris has extensive experience in Key Account Management. Chris has both strong people and technical skills that will serve his customers and territory well. Chris graduated from Portsmouth University, UK with a degree in Mechanical Engineering. Chris is married and enjoys running marathons.



Jennifer Gotto
Inside Sales & Office Manager

Jennifer is the backbone of the company having been with us since before the acquisition of the company back in 2006. She is responsible for running the day-to-day operations of the company, and supporting the sales staff and our Principals with their every need. Her knowledge of the territories, customers and products makes her an invaluable resource. She is also dedicated to providing our customers with excellent customer support. Jennifer has a background in business and computer systems with an Associates Degree from New Hampshire Technical Institute in Computer Information Systems.



Jane Larson

Marketing Administrator / Office Assistant / Inside Sales

Jane is the newest member of the ProTEQ family having joined the company in September of 2008. As well as providing backup in the company's daily administrative and inside sales tasks, she spearheads the company's marketing efforts in web design and assists in the implementation of all the company's marketing efforts. Jane has 11 years experience providing administrative, sales, and marketing assistance to small companies. She graduated from Fairfield University in Fairfield, CT with a dual major in English Writing and Literature as well as completed several online marketing courses through UC Berkeley. Jane is recently back in the work force after enjoying four years at home with her two small children who are her pride and joy.