

# Calm Before the Storm - Strengthening the Supply Chain

***Steve Dean**, SVP of Sales, Public Power, Anixter*

***Brad Kvalheim**, NW Regional Vice president, Border States*

***Susan Woodcock**, District Manager, Stuart C. Irby Company*

***Moderator: Andy Stewart**, Director, Business Operations,  
Great River Energy*



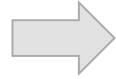
1

# Preparedness: Know Your Risks and Build Partnerships

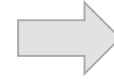


# STORM AND EMERGENCY MANAGEMENT APPROACH

## Pre-Event Planning



## During Event



## Post-Event

- Storm kits built with storm quantities and put in inventory
- Storm kits staged for pre-storm deployment
- Mobilize inventory, equipment, vehicles and personnel from national and adjacent infrastructure
- LTL and supplier agreements in place
- Storm kits and component parts assigned unique kit SKUs

- Resources and inventory deployed
- Additional coverage through blending inventory rotation
- Empty storm kits and trailers returned for restocking
- Resources and inventory deployed to support customer and foreign crews

- Perform internal post-storm event analysis
- Findings shared with customer during collaborative analysis and lessons learned
- Replenish inventory levels as needed

# Suppliers Partnerships are KEY to your success

Open, transparent relationships are KEY



Prepare, Plan and Organize BEFORE a storm event

- Your part numbers and approved substitutions should be populated into the Supplier's system
- Suppliers should have ability to provide current on-hand quantities
- Suppliers should have ability to provide immediate available quantities from factories or other locations within their network

# Understand the Roles and Responsibilities

## Supplier

Emergency Preparedness

Latest technology for efficiency

Organize and meet your needs

Post-event evaluation:

- Evaluate opportunities for improvement
- Determine changes needed for next event

## Account Manager

Knows the customer well!

Can identify:

- Best suited technology plan
- Critical areas
- Materials and quantities needed

Familiarity with supplier agreements

Tailors the plan as customer's needs change

On-site to assist with immense responsibilities

# EOP and Supplying Partners' Checklist

## Supplying Partner Checklist:

- ✓ Material needs for customer's specific system and size
- ✓ Pre-determined ordering procedures
- ✓ Shipping requirement outlined
- ✓ Pricing and invoicing procedures outlined
- ✓ Emergency contact chain established on both sides should key players be personally impacted by event
- ✓ Identify special requirements, i.e., contracted labor for warehouse support

# 2 Response



# Vendor Managed Inventory



**irby** CPN: **6450036**

**LOCATION: 04B06**  
AB 808-J1 Y 600V AC MAX 5 A

MIN: 1      MAX: 1

Irby ProdId: **3814**

Cust No: **28988**



# Delivery Logistics



# Digital Monitoring of Fleets





3

# Recovery





***Steve Dean, SVP of Sales, Public Power, Anixter***

***Brad Kvalheim, NW Regional Vice president, Border States***

***Susan Woodcock, District Manager, Stuart C. Irby Company***

***Andy Stewart, Director, Business Operations, Great River Energy***

