



# Electrical Contractor Services



Supply Chain Solutions • Value-Added Services  
eBusiness Solutions • Technical Capabilities  
Financial Services

Products. Technology. Services. Delivered Globally.

**ANIXTER**

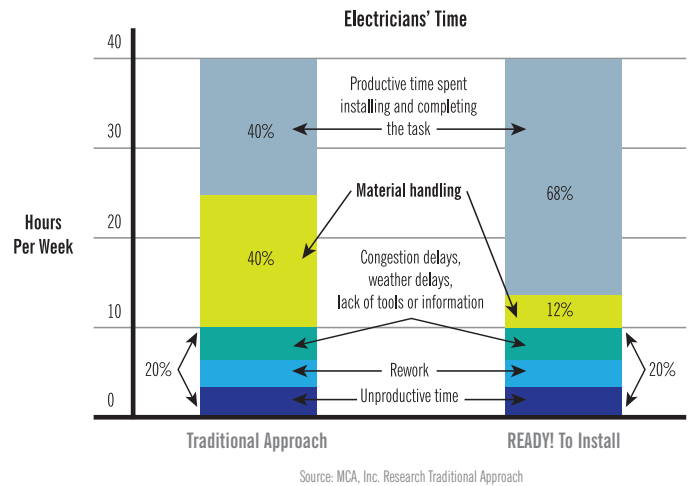
# The Anixter Difference

Your customers are being asked to do more with less, which presents you with more opportunity to meet their needs. To capitalize on these opportunities in today's competitive market, you need more than just a supplier: you need a business partner. As that business partner, Anixter combines an extensive product portfolio with supply chain and technical expertise to reduce your process costs and improve your profitability. Your dedicated sales representative who knows your preferences, habits and concerns has access to more than 450,000 products in 230 stocking locations worldwide. In addition, Anixter's technical experts are prepared to help you with any technical challenge for nearly any application such as voice and data communications, physical security, access control, sound and paging, industrial automation, and wireless communications.

## Our Supply Chain Solutions

There are many variables that determine the success and profitability of a given project: where material is staged, when it is deployed, how it is managed. Project requirements can change quickly and having the flexibility to modify what has been ordered and how it is deployed can be critical to the success of your project.

A fine-tuned supply chain reduces risk and lowers overall costs. If 40 percent of a typical electrician's time is spent on material handling, this time will certainly affect your labor use, completion time and profitability. Anixter's Supply Chain Solutions address this fact to minimize efforts, lower risk and reduce costs, while increasing profitability.



### The Challenge

Estimating a project and having to coordinate labor and materials to ensure the project is completed on time and under budget presents numerous on-site challenges. The following on-site challenges are typical causes of a project's delay and cost overruns.

- Lead times
- Labor utilization
- Theft
- Handling large cable reels on site
- Difficulty storing bulk cable
- On-site cutting of cable
- Circuit length changes
- Scrap created from cutting lengths
- Overbuying done on cable estimates
- Excessive freight
- Delivery windows
- Lay down area proximity
- to install point
- Empty spools
- Weather
- Expense of financing cable
- Completion timeline

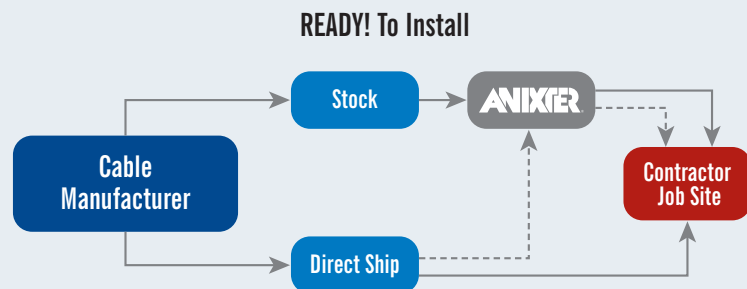
### The Solution: READY!™ To Install



Minimize these challenges by developing a coordinated deployment plan using Anixter's READY! To Install solution. As a customized, full-service wire and cable management and delivery program, Anixter's READY! To Install solution gives you the flexibility to ship material directly to a job site, manage it through Anixter's inventory or divert material to inventory in response to unexpected changes in project requirements.

#### Benefits of READY! To Install

- Quantities for standard stocked items can be changed.
- Material can be direct shipped to the job-site or managed through Anixter's inventory.
- Direct-shipped material can be diverted to Anixter location.



## Our Value-Added Services

There are many costs associated with a wire pull other than the cost of the product and the labor to install it. Many of these costs can be classified as nonproductive labor. At Anixter, we help to reduce these nonproductive labor costs by employing one or more of our many value-added services. These services help to facilitate installation, which minimizes the total installed cost and maximizes profitability.

### Cut to Length and Tagging

Anixter can cut cable to an exact length while managing the remaining material on the reel, so you can focus on the pull itself and not worry about how much cable is left over.

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| <b>Features</b> | <ul style="list-style-type: none"><li>• Cuts each circuit to a custom length</li><li>• Circuit tags</li><li>• Delivers reels just in time</li></ul> | <b>Advantages</b> | <ul style="list-style-type: none"><li>• Eliminates cable waste</li><li>• Minimizes labor needed to locate reels and make cuts</li><li>• Reduces need for on-site storage and handling</li></ul> |
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### Phase Taping

In conjunction with cutting to length or paralleling, Anixter can tape the ends of the individual cables in order to identify different circuit phases during installation.

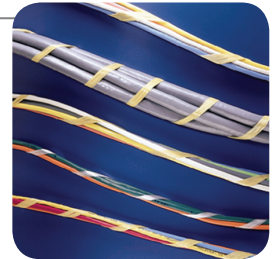
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| <b>Features</b> | <ul style="list-style-type: none"><li>• Marks cable ends by using colored tape</li></ul> | <b>Advantages</b> | <ul style="list-style-type: none"><li>• Identifies cable easily</li><li>• Reduces labor of ringing-out phases</li><li>• Saves cost by using more industry-available cable jacket colors</li></ul> |
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### SpeedPull

Because pulling cables individually can be impractical and inefficient, Anixter's SpeedPull® solution can help reduce setup and installation costs by bundling multiple products onto one reel.

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| <b>Features</b> | <ul style="list-style-type: none"><li>• Bundles and binds cables together</li><li>• Eliminates the need for wire trees</li><li>• Cuts to circuit length</li><li>• Allows for customized printing</li></ul> | <b>Advantages</b> | <ul style="list-style-type: none"><li>• Reduces installation costs</li><li>• Saves setup time</li><li>• Reduces leftover material scrap</li><li>• Simplifies conductor identification</li></ul> |
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### Multicompartment Reels

Cables are often staged with multiple reels in order to install multiple cables simultaneously. Anixter's multicompartment reel solutions—PARAPULL<sup>SM</sup> and Spinning WEMCO Reels—allow for multiple cables to be pulled simultaneously from a single reel, which reduces setup and installation time.

#### PARAPULL Reels

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| <b>Features</b>   | <ul style="list-style-type: none"><li>• Multiple compartments on one reel</li><li>• Wooden design</li><li>• Returnable reels</li></ul>  |
| <b>Advantages</b> | <ul style="list-style-type: none"><li>• Lowers labor cost of finding and setting up multiple reels</li><li>• Lowers reel cost, no need for deposit</li><li>• Reduces disposal costs</li></ul> |



#### Spinning WEMCO Reels

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| <b>Features</b>   | <ul style="list-style-type: none"><li>• Multiple compartments on one reel</li><li>• Independently spinning compartments</li><li>• Shipped with a cable caddy</li></ul>   |
| <b>Advantages</b> | <ul style="list-style-type: none"><li>• Lowers labor cost of setting up multiple reels</li><li>• Allows dissimilar-sized cables to be pulled at same time</li><li>• Smaller-sized ground wires can be pulled in with feeders</li><li>• No jack stands or additional setup required</li></ul> |



## Pulling Eye Solution

Anixter's pulling eye solution saves you time and money over less reliable legacy pulling methods, such as mesh grips, by allowing you to reuse caps and lanyards. This service helps you recycle, reuse and reduce waste, while improving your labor efficiency.

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| <b>Features</b> | <ul style="list-style-type: none"><li>• Copper lugs installed at Anixter warehouse</li><li>• Reusable swivel caps and lanyards</li><li>• 17 different lug sizes</li><li>• Low-profile pulling head</li></ul> | <b>Advantages</b> | <ul style="list-style-type: none"><li>• Reduces on-site labor costs</li><li>• Recovers cost from recycling</li><li>• Reduces cost of total pull hardware</li><li>• Uses fewer eyes to fit a wider range of cables</li><li>• Removes need to oversize conduit to fit pulling head</li></ul> |
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## Our eBusiness Solutions

With our eBusiness solutions, you receive real-time supply chain information to improve efficiency, streamline purchasing and deliver cost savings. Think of this as your view into our warehouse network that allows you to preview inventory and shipping information.



### Features and Advantages

- eAnixter, our password protected, authority level-based Web business system enables you to perform a variety of presales, ordering and post-sales functions
- Catalog feeds can provide product information contained in our catalog, or the selected items in your purchasing contract
- Business-to-business systems integration
- Storeroom inventory replenishment and control system
- Proof of deliveries
- Custom performance reporting

## Financial Services

Every organization must manage its cash flow and its access to capital to be successful and grow. Regardless of your company's size and financial position, Anixter's financial services can help fulfill your business' financial needs. We are committed to helping you leverage our financial strengths to manage your cash needs effectively.

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| <ul style="list-style-type: none"><li>• Leasing solutions</li><li>• Electronic and credit card payments</li><li>• Consolidated, electronic data interchange and Web billing</li><li>• Consolidated shipments and consigned inventory</li><li>• Proof of deliveries</li></ul> | <ul style="list-style-type: none"><li>• Project accounts</li><li>• Project-specific billing</li><li>• Materials on-hand billing</li><li>• eBusiness solutions</li><li>• Custom reporting</li><li>• Test equipment financing</li><li>• Tax-exempt financing</li></ul> |
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## Technical Capabilities

Anixter's Technology Services Group (TSG) consists of degreed engineers and technical experts who draw on years of experience to provide guidance



for the proper selection of electrical and electronic cables that ensures system reliability and longevity. By staying active in key industry groups, the TSG's members maintain contact with top engineers and keep current on the latest technical developments.

Anixter's engineers actively participate or monitor wire and cable-related activities in many organizations including ASTM, ANSI, UL, IEEE, ICEA, NEMA, NFPA, ISA, CSA, SAE, ANCE, CENELEC, VDE, ISO and IEC. This involvement allows us to offer assistance on interpreting and implementing regulatory standards as well as reviewing and revising engineering specifications to help you find additional value.

Our technical experts can assist you with the following technical services:

- Provide installation recommendations
- Assist in interpreting codes and standards to ensure regulatory compliance
- Provide application engineering and troubleshooting
- Assist with cable pulling calculations
- Calculate ampacity values and conduit fills
- Help meet environmental and load conditions with proper cable sizing
- Determine maximum short-circuit current values
- Evaluate cable chemical-resistance characteristics
- Calculate voltage drops
- Conduct cable testing
- Provide custom training sessions



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Anixter is a leading global supplier of communications and security products, electrical and electronic wire and cable, fasteners and other small components. We help our customers specify solutions and make informed purchasing decisions around technology, applications and relevant standards. Throughout the world, we provide innovative supply chain management solutions to reduce our customers' total cost of production and implementation. A NYSE-listed company, Anixter, with its subsidiaries, serves companies in more than 50 countries around the world. Anixter's total revenue approximated \$6.1 billion in 2011.

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