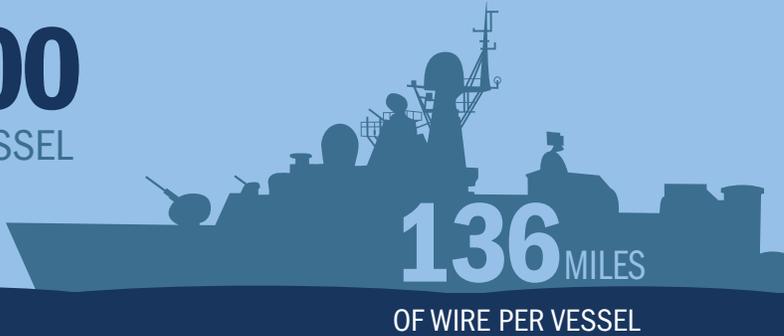


**10,000**  
CUTS PER VESSEL



**ANIXTER**

CASE STUDY

## PROVIDING LOCAL STOCK AND ENHANCED SERVICES TO SUPPORT A MULTIYEAR SHIPBUILDING PROGRAM

### A Titanic Undertaking

Building six arctic patrol vessels over six years as part of Canada's National Shipbuilding Procurement Strategy (NSPS) program is a complex undertaking that has a big challenge: managing the literally tons of material coming into the manufacturing facilities.

The NSPS awarded a manufacturer in Canada the contract to build the arctic vessels as part of a larger \$40 billion program to build 40 navy and coast guard vessels over 20 years. The Halifax-based company, selected for the project for its national and local capabilities, needed a partner to help manage the inundation of products and elements coming into its facilities.

### Launching a Nationwide Strategy

In 2014, Anixter launched its National Marine Vertical Strategy program, which included creating a day-to-day maintenance stock program and developing strategic partnerships with key suppliers. As a global distributor with a long history in complex wire and cable construction, Anixter was able to leverage its existing standards, product and value-added services and apply them to the marine industry.

During the open bidding, the shipbuilder asked Anixter to specify materials, source cable and find onboard vessel electrical applications and dry dock and shipyard electrical applications. Thanks to its recent strategy, Anixter was able to show the shipbuilder its capabilities and supplier relationships in Canada and globally. Because of this strength, Anixter's Halifax, Canada, location was awarded an eight-year project to supply products to the shipbuilder.

### Rooting Out Pain Points

The shipbuilder had several pain points with the cable it needed to address upfront: conducting the cuts, preterminating, finding alternative solutions and warehousing the product. With 136 miles of cable going on just one ship and the entire building process lasting two years, storing it required some serious space and time. Anixter provisioned space in one of its local stocking facilities to store the cable for the duration of the project and deliver to the shipbuilder only when needed.

Part of the value Anixter drove to the shipbuilder was its ability to provide essential services to enhance the cable before it arrived to the construction site. These services included cutting, tagging with the company's bar coding system, attaching tags and inkjet printing of the cables.

## SUMMARY

Customer  
Shipbuilder

### Challenge

Supply enhanced product over six years to construct six arctic vessels

### Solution

Local stocking and value-added services

### Results

- One-stop shop for products, expertise and services
- Local inventory delivered as needed for the life of the project
- Set up internal facility processes to meet customer's specific needs

Throughout the program, Anixter will supply the wire and cable and related supply chain services:

- 220 kilometers (136 miles) of wire per vessel
- 10,000 cuts per vessel
- Print and provide more than 40,000 aluminum tags with identification numbers embossed on the tag
- Terminate more than 250 coaxial and Category cables
- Print and attach more than 49,000 identification labels to the cables at every five meters (16 feet)

## Working Out the Details

Anixter worked with preferred suppliers on pricing based on the shipbuilder's requirements. The local facility had to be within 30 miles of the shipyard and emergency cuts needed to be completed within eight hours. Because this was a government project, Anixter needed to monitor the amount of Canadian products going into the build. Anixter conducts weekly calls with operations, sales and marketing to make sure that best practices are being followed and the project is running smoothly.

One special detail is the delivery of the cable coils. Per the customer's instructions, the new trees holding the cables had to be hung in sequence before being delivered. Anixter set up a process in its facility to match the customer's requirements, and now, each coil is shipped in order according to schedule.

## Products

- Cable entry seals
- Glands, lugs and terminals
- Enclosures and switches
- Surveillance cameras, access control and PA systems
- Flame-retardant vessel protection materials

## Value-added services

- Vendor managed inventory
- Cable trees
- Cut to length based on project bill of materials
- Bar coding
- Just-in-time delivery
- Cable assemblies
- 24-hour emergency services
- Cable tagging, printing and customer labels
- Preassembly and kitting
- Supplier rationalization

## Providing Ease of Mind

Anixter worked to build relationships with the customer, solidify its position with supplier partners and leverage its expertise in other regions to create a full customer relationship for the shipbuilder. By being a one-stop shop for products, expertise and services, Anixter is meeting its requirements and providing the customer with ease of mind to know it doesn't have to worry about the supply of material.

Through continuous dialogues and collaborating to solve problems, Anixter and the shipbuilder are working together to create the electrical integration element for the six ships. Anixter is serving as a full partner to deliver to the shipbuilder and the Canadian government an efficient and cost-effective solution as possible.

**About Anixter:** [anixter.com/aboutus](http://anixter.com/aboutus)  
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