

THE ANIXTER DIFFERENCE

At Anixter, we enable the connected world. By building, connecting, powering and protecting valuable assets and critical infrastructures, we help to sustain and grow businesses and communities worldwide. We accomplish this by offering full-line solutions, technical intelligence, supply chain expertise and an unmatched global distribution network.

With Anixter, you can expect reduced execution costs, proven risk mitigation strategies and industry-specific technical advice combined with global sourcing, procurement and logistics excellence. Our team of experienced sales professionals, technical experts and Supply Chain Solutions specialists is ready to work with you to take cost and complexity out of your procurement decisions and project processes.

Our goal is simple: to create reliable, resilient systems that drive efficiency and effectiveness to benefit your business.



WE OFFER

- Efficient network solutions for video, voice and data systems that are managed over one converged network
- Security options that protect people, data and buildings through access control, mass notification, video surveillance and fire, safety and intrusion alarms
- Simplified sourcing and expert technical support to industrial and OEM customers with the largest and broadest wire and cable product offering in the world
- Reliable high-voltage, smart-grid and MRO solutions for utilities and contractors for generation, transmission and distribution requirements

TECHNICAL EXPERTISE

Technical design and performance challenges are a part of every project. How you respond to those challenges will determine the success of your project. From product specifications and training to process improvements and efficiency assessments, Anixter's engineers provide unique understanding and insight into the most complex projects with the goal of improving reliability, reducing costs and maximizing performance.

TECHNOLOGY SUPPORT SERVICES

Anixter's Technology Support Services consists of engineers and technical experts with years of experience who guide the proper selection of products and solutions to maintain system reliability and longevity. By staying active in industry groups, our technical staff maintains contact with top industry engineers and keeps current on the latest technical developments.

INFRASTRUCTURE SOLUTIONS LABSM

Reduce risk with informed purchasing decisions aided by the technical specialists in Anixter's Infrastructure Solutions Lab—a world-class research and educational center. From complete data center builds and citywide security systems to industrial communication and control configurations, Anixter's technical experts use the Lab to test to all current standards, determine optimal solutions and reduce risk through problem solving.

GLOBAL BRIEFING CENTERS

Anixter's regional Solutions Briefing Centers are located around the world to provide you with a local venue to see demonstrations of the latest technologies while discussing your needs and building solutions.

ANIXTER UNIVERSITY™

Anixter University is a unique educational initiative of Anixter. Anixter University courses feature a comprehensive array of technical and standards-based information that is delivered in a straightforward, unbiased way. Based on best practices gained through decades of experience, Anixter University organizes its technology curriculums into colleges, and each college course is labeled with a level number indicating the degree of technical information contained in the course. The Level 100 courses are considered prerequisites to be completed prior to higher-level courses. Most courses are certified for BICSI Continuing Education Credits.

TECHNICAL RESEARCH AND EDUCATION

One of Anixter's core technical principles is education. Each year, Anixter's engineers research, analyze and produce technical papers, guides, videos and other materials on a variety of emerging topics to provide education to the industry.

- Wire Wisdom articles
- Best practices reports
- TECHbriefs
- Knowledge Drop videos

TECHNOLOGY ALLIANCE PARTNERS

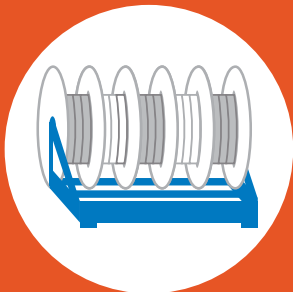
Spanning enterprise data centers, physical security solutions, in-building wireless and more, Anixter's Technology Alliance Partners provide solutions designed to connect the world's most important systems. With priority access to Anixter's technical resources and Infrastructure Solutions Lab, Technology Alliance Partners develop the right solutions for the most challenging technical requirements to help organizations operate more efficiently and securely while maximizing value.

CASE STUDY

POWER DISTRIBUTION DESIGN SAVES CONSTRUCTION COMPANY \$2 MILLION

A construction company in Calgary was about to procure cable for two power distribution projects at an oil and gas plant when Anixter's engineering team learned about the project and saw room for improvement. The customer's current power distribution design was created by the EPC and required 27 single-conductor cables, 25 kV, 750 kcmil and 1000 kcmil, with 2x27 splices. The engineering team knew they could reduce the number of cables and splices while also decreasing the installation time and cost.

The Anixter engineering team proposed a new cabling distribution design that brought 27 single-conductor cables down to seven multiconductor cables of 25 kV, 750 kcmil and 1000 kcmil, with no splices. To cut cable costs, a design will sometimes employ a larger trench and single-conductor cable. However, the cost of trenching on a project like this can often outweigh cable costs. While the previous design required the cables to be buried underground in two separate trenches, each 12.5 and 10 feet wide, 3 feet deep and 5,000 feet long, Anixter's value-engineered design required only one trench with dimensions of 4 feet wide by 3 feet deep. The new design is calculated to have saved the customer \$2 million, reducing installation time and costs by over 65 percent.



SERVICES

Reducing costs, saving time, increasing efficiency and mitigating risks are our goals on every project. With our customizable Supply Chain Solutions, you can eliminate costs, address sustainability requirements, enhance your focus on your core competencies and stay competitive in the marketplace.

SOURCING

Anixter can research, identify, validate and price products as well as manage multiple low-volume suppliers. With our supplier relationships and knowledge of the latest products and applications, we can help reduce the time and resources you spend on sourcing products. Our services, from part number consolidation to copper price risk mitigation, can also improve the efficiency and profitability of your business.

INVENTORY MANAGEMENT

Anixter's inventory management services leverage our distribution and Supply Chain Solutions to help our customers optimize the flow of material from our site, their site or the job site, reducing inventory risks and costs associated with returns, obsolete, excess and scrap inventory. Anixter's just-in-time replenishment solutions lower the total cost of ownership, improve productivity and scale to meet production demands.

- Anixter-managed inventory (VMI)
- Auto-replenishment programs
- Automated/remote inventory management
- Cable management
- Contractor services
- Customer-owned inventory
- Forward provisioning/dedicated inventory
- Integrated supply
- Just-in-time delivery
- Manual replenishment programs
- Manual or automated consignment
- Remote job site storage
- Service truck inventory tracking
- Yard management

PRODUCT ENHANCEMENT AND PACKAGING

Anixter streamlines handling and installation through a variety of value-added services and innovative deployment solutions.

- Asset tagging
- Construction deployment services (PARASPINSM, PARAPULLSM, INSTA-REELSM etc.)
- IP addressing, MAC address capture
- Kitting, custom labeling and special packaging
- Preassembly
- Product DOA checks
- Product configuration

GLOBAL LOGISTICS

With more than 150,000 customers and 300 locations, operating in more than 35 currencies and 30 languages, Anixter is a global distributor in the truest sense. Wherever you are on the map, Anixter delivers the same high standard of excellence. We provide the same systems, processes and services globally but with local personnel, language and currency. Our local knowledge and experience can assist the more complex areas of your international deployments. With decades of experience in helping EPC customers deploy large-scale projects throughout the world, Anixter understands how technical expertise, a global distribution network and strategic manufacturer partnerships lead to successful project completion.

INTERNATIONAL DEPLOYMENT

- Customs
- Duty
- Freight costs
- Import documentation and certification
- Insurance
- VAT

INTERNATIONAL LOGISTICS

- Deployment and project management
- Import coordination for customs clearance
- Procurement and consolidation

E-COMMERCE

Anixter's e-commerce solutions allow you to receive real-time supply chain information to improve efficiency, streamline purchasing and deliver cost savings while meeting your company's unique procurement needs. eAnixter, our Web-based business system, performs a variety of presales, ordering and post-sales functions.

- Business-to-business systems integration
- Catalog feeds that provide product information into our procurement system
- Custom invoicing and consolidated billing
- Custom performance reporting
- Inventory replenishment and control systems for storerooms
- Email invoices and statements
- EDI
- Procurement and applications
- Punchouts

FINANCIAL SERVICES

We provide tailored financing for our customers, with credit requests addressed within 24 hours, so you can purchase with confidence. Our credit department strives to bring you creative financial solutions by considering your preferred leasing vendors. We also offer competitive financing programs or open account payment terms to provide maximum flexibility.

- Credit card purchasing
- Custom invoicing and consolidated billing
- Electronic invoice integration
- Email invoices and statements
- Lease financing
- Open account terms
- Project accounts
- Proof of deliveries

CASE STUDY

TOYOTA'S NEW CORPORATE CAMPUS AIMS TO IMPROVE EMPLOYEE EFFICIENCY

When Toyota, wanted to open a new North American headquarters that would provide an open, collaborative and efficient workspace for four different affiliates, it hired Anixter to help get the job done and done right.

The new 2-million sq. ft. corporate campus needed to accommodate 4,000 North American employees and, therefore, needed a secure and reliable data center that could keep up with the increased demand. Anixter designed the new data center, which included building a custom interface that could integrate Toyota's data within the new infrastructure. As risk management is essential, Anixter then equipped the campus with a complete surveillance system, including IP cameras in the data center, reception area and along the perimeter. Additionally, Anixter provided pro A/V, wireless, DAS and telecom systems. Consistent standards are a high priority for Toyota, so Anixter put together a playbook that made it easy to implement the same system across the board at other Toyota locations.

Utilizing Anixter's local partner carriers, Anixter could have standard shipments from its local distribution facility to the construction site within two hours. The project stayed on schedule thanks to feed-the-job and just-in-time delivery requirements, which were monitored by Anixter to accurately stage and schedule deliveries in conjunction with the construction schedules and contractor timelines.

Anixter's supply chain services streamlined construction of the data center by ensuring a high degree of accuracy and availability of the stock they needed, when and where they needed it. The new campus will maximize team member efficiency and allow Toyota's various divisions to work in harmony.



PRODUCTS

We pride ourselves on being able to source and deliver the highest quality products from industry-leading manufacturers to help you rest assured that your applications run as planned. Our products are used around the world to:

BUILD

- Automation
- Electrical/electronic wire and cable
- Gear, controls, transformers, power generation
- Indoor/outdoor lighting

CONNECT

- Broadcast and professional A/V
- Cabling and connectivity infrastructure
- Data center infrastructure
- Power
- Wireless

POWER

- Generation, transmission and distribution
- MRO supplies
- Outdoor lighting
- Smart grid infrastructure

PROTECT

- Access control
- Electrified door hardware
- Emergency telephones
- Fire and life safety
- Intrusion detection
- Mass notification
- Mechanical door hardware
- Sound, paging and intercom
- Video surveillance

“Our goal on every project is to combine our technical excellence and supply chain expertise to build, connect, power and protect innovative, cost-efficient solutions for our customers around the world.”

Bill Galvin, President and CEO

CASE STUDY

IMPROVING EFFICIENCY WITH PERFORMANCE METRICS AND RESOURCE ALLOCATION

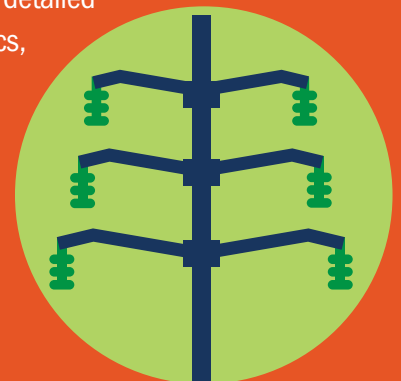
One of the largest energy providers in America was struggling with getting the right material and personnel in the right place at the right time. Additionally, they were losing out on opportunities for enhanced efficiencies by purchasing material directly from suppliers, which they bought in large quantities and stored for long periods of time.

To give the customer more control and oversight into their operations, Anixter provided comprehensive reporting so they know exactly where their resources are, what they're doing and how it all contributes to their overall financial goals. Anixter's GPS-enabled fleet allows them to see exactly where materials are and when they'll arrive at the jobsite. Anixter also compiled storm kits to improve their storm response.

To cut costs and streamline processes, Anixter's on-site sourcing team negotiated contract pricing with over 380 suppliers, implemented vendor-managed inventory, took over management of their electric transmission project

material storage yards, and helped maintain 95 percent material availability. Furthermore, Anixter increased material availability on a defined delivery schedule by enabling automated fulfillment through system-to-system e-commerce integration, implemented evaluated receipt settlement (ERS) and electronic funds transfers (EFT) to eliminate the need for invoices and paper checks, and created a custom e-catalog to enable end users to place orders easily.

With Anixter's help, along with detailed reports on performance metrics, the customer is now utilizing resources to their fullest potential and has a better grasp on their business and the different areas contributing to their financial goals.





CORPORATE RESPONSIBILITY

At Anixter, we promote responsible business practices at every level of the company and expect the same of all of our employees and everyone with whom we do business. We strive to conduct business ethically, honestly and in accordance with the law and our Global Business Ethics and Conduct Policy (Ethics Policy). Our long standing commitment to corporate responsibility is governed by policies and programs that include, but are not limited to, anti-bribery and corruption; charitable programs; environmental product compliance; sustainability; and human rights, fair labor principles and workplace safety.

BLUE BOOK

Our founders developed the Blue Book more than 40 years ago to present the beliefs and ethos that define our business style. While we have grown and changed dramatically since we were established in 1957, one thing has remained constant: our commitment to the values presented in the Blue Book. Now in its 33rd printing, the Blue Book continues to represent the “Anixter way,” how we think about our business and behave with our customers and suppliers. It’s not overstating the case to say the simple, to-the-point philosophy in the Blue Book has been central to our success through the years.

“ Integrity is doing the **RIGHT** thing, even if nobody is watching. We would rather lose money, a customer, a supplier, or an order than violate our ethics policy, our integrity, or the law.”

The Anixter Blue Book



ANIXTER CARES

As a company, we believe it is important to support the communities where our employees live and where we conduct business. We encourage and support employees’ efforts to engage with their communities through our corporate social responsibility program—Anixter Cares. Anixter Cares promotes giving back to our local and wider communities through these initiatives:

- Habitat for Humanity builds
- Red Cross gift matching
- Charity champions
- Time off to volunteer
- Higher education gift matching

SUSTAINABILITY

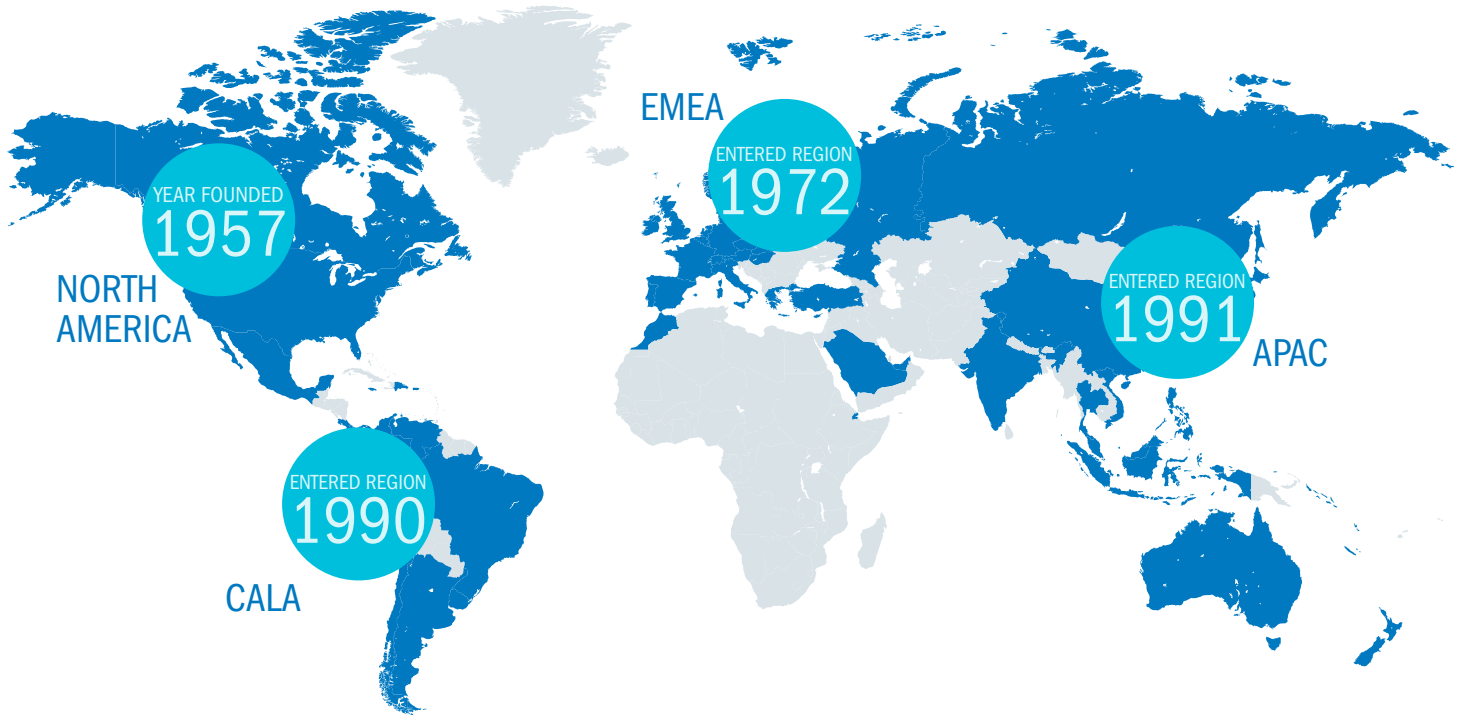
Through its Corporate Sustainability program, Anixter seeks to continuously improve business processes to control and reduce the impact associated with its targeted environmental aspects of energy, waste, materials and natural resources and transportation. By targeting measurable results within each environmental aspect combined with using A Sustainable Path™ approach, which focuses on the economic, environmental and social impacts of the organization, Anixter balances environmental responsibility and return on investment.

For more information contact your local Anixter representative or visit anixter.com.



A Sustainable PathSM

CORPORATE SNAPSHOT



GLOBAL REACH. LOCAL ADVANTAGE.

With Anixter, you get a true local partner around the world. No other distributor of our kind can claim an in-country presence in approximately 50 countries and in over 300 cities.

We do business in more than 35 currencies and 30 languages, which means we are uniquely positioned to help facilitate your project in the local environment, reduce risks and keep costs down.



About Anixter: anixter.com/aboutus
Legal Statement: anixter.com/legalstatement

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Build. Connect. Power. Protect. Services. Worldwide.