

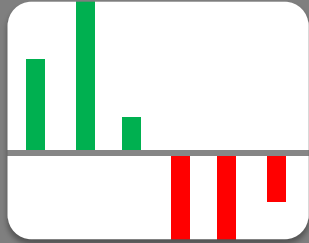


# Supply Chain Management In High Growth Periods

**Bobbi Lambright**  
President, Operations Division

**ATCO** *Electric*

# Key Messages



Bottom line impact



Growth increases risk



Your role is critical

# Critical Success Drivers



Operational efficiencies



Financial results



Customer Satisfaction

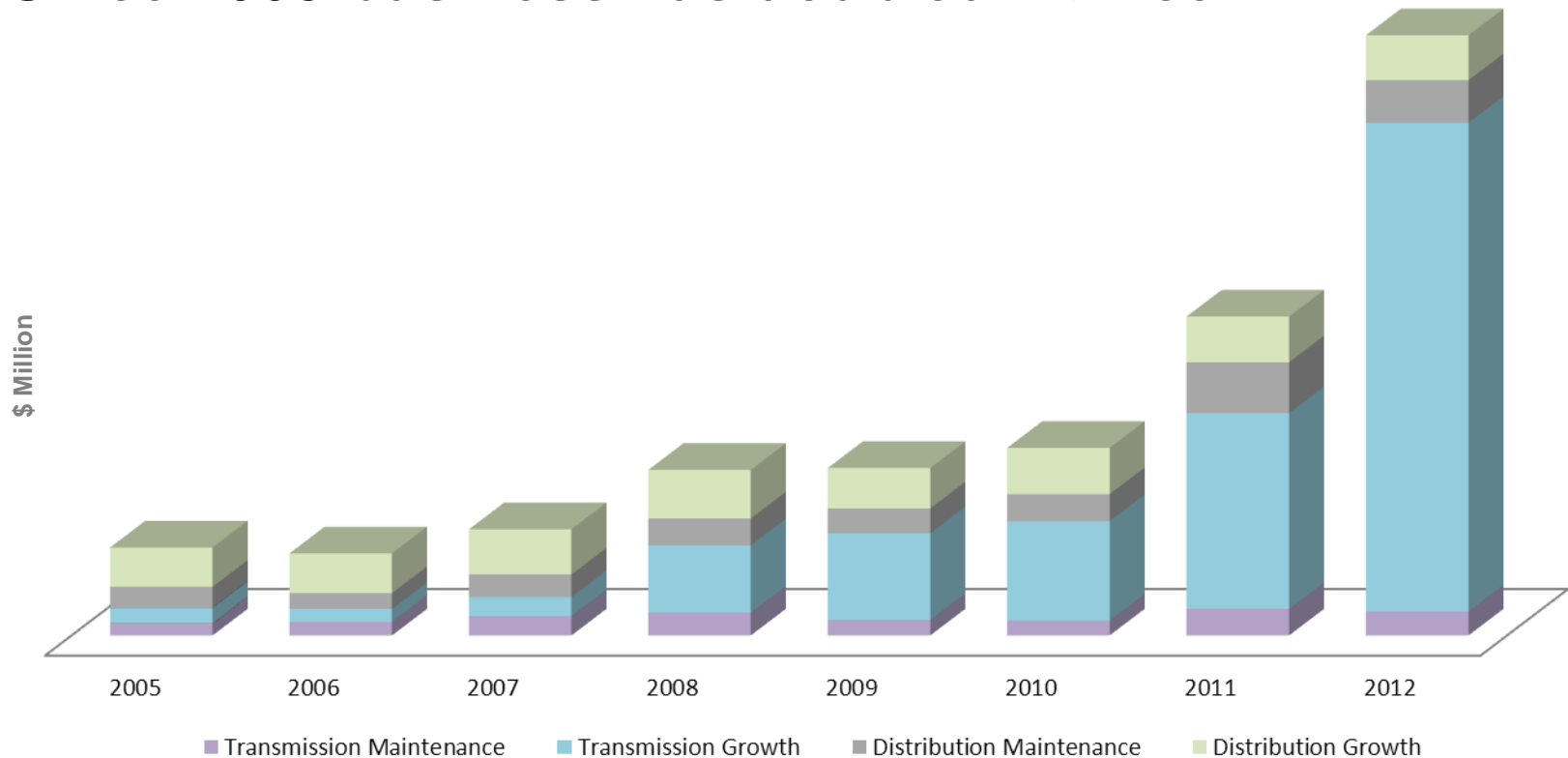


Quality and Performance

Supply Chain can add – or subtract – value across entire enterprise

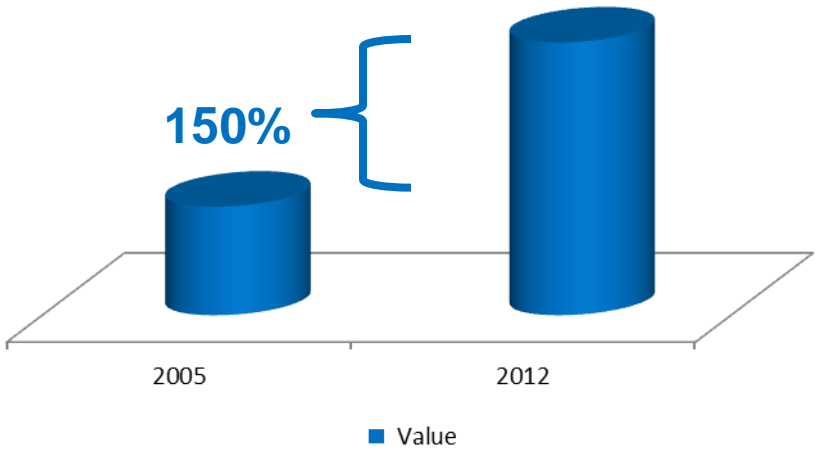
# ATCO Electric's Growth Story

Since 2005 business has doubled – twice!

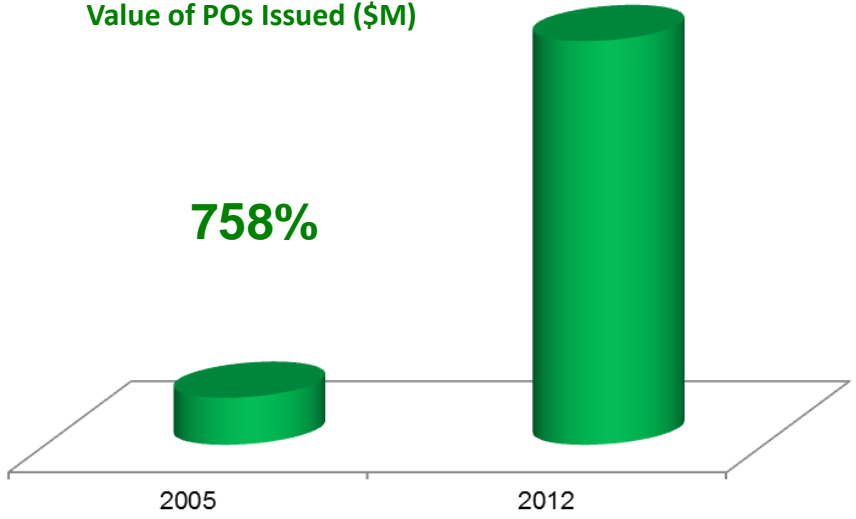


# Our need for materials & people increased substantially

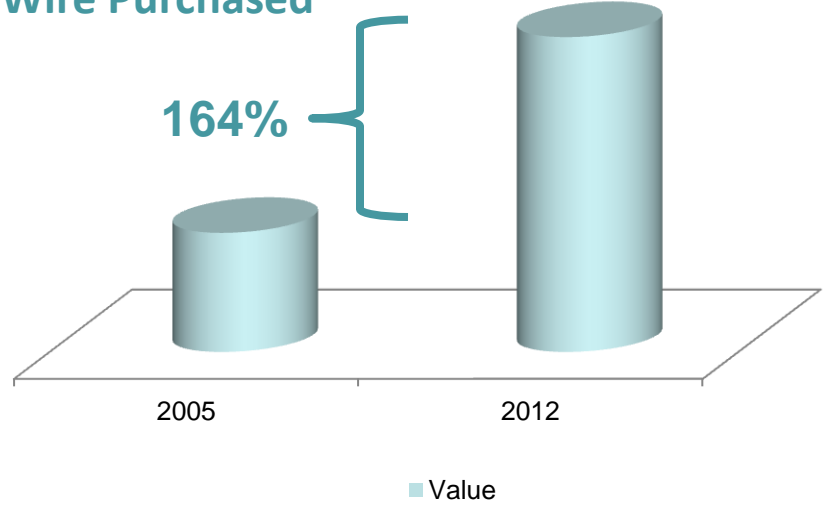
### Poles Purchased



### Value of POs Issued (\$M)



### Wire Purchased



**Supply chain  
management  
needs to respond**



# What's At Stake



# Driven by Teamwork and Collaboration

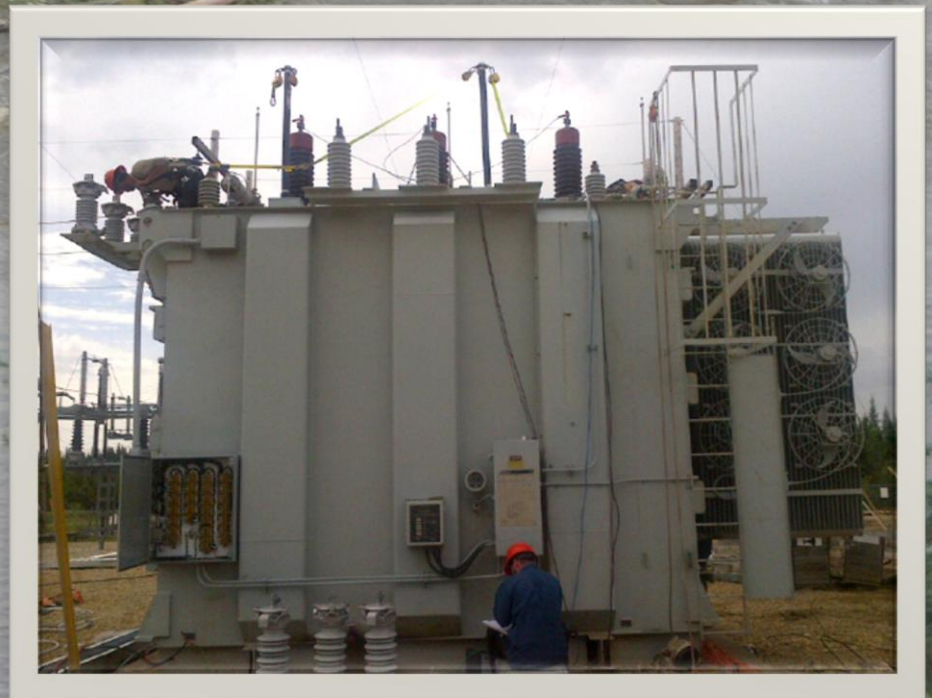




# Delivers Daily Results



# Emergency Response and Business continuity



**Bringing people and materials together to  
make the impossible, possible**





**Questions**