



Here's How to Save on Your Transmission and Distribution Tool Inventory



Hi-Line Highlights

a publication of Hi-Line Utility Supply Co., Elgin, IL

March 31, 2009

www.hilineco.com



IN THIS ISSUE

JIT (Just-In-Time) Inventory from Hi-Line Helps Reduce Costs

Orders for in-stock items received by 4pm EST delivered NEXT DAY

Warehousing Little Used Inventory

Can Drag Contractors'/Utilities'/Co-ops' Bottom Lines

*Economy Is Forcing Everyone to Stretch Budgets:
Here's How To \$ave on Tool Inventories*

Harlan Electric Company WINS Hi-Line's \$529 DeWalt Tool Kit

Coat Giveaway is Hi-Line's Next Contest

Special Through June 30: Hi-Line Pole Puller BEST PRICE

Save Hundred\$ on This "Must Have" Springtime Item

See Us at WindPower 2009 Chicago - Booth Number 5191

Hi-Line Working with Wind Energy Suppliers



EXTRA: READ ALL ABOUT IT!

John Perez and Dustin Hogan of Intren (formerly Trench-it)

write about Hi-Line's money saving program for

Custom Grounds & Jumpers

in March 2009 issue of T&D World Magazine.

Click Here to Read it Online!

**TRANSMISSION
& DISTRIBUTION** WORLD



Just-In-Time (JIT) Inventory Models Reduce Costs, Improve Efficiency

Managing Day-to-Day Tool Inventory, Rubber Goods Testing, Fiberglass Refinishing, Tool Repair, Temporary Custom Grounds & Jumpers all Fit the Model

Just-in-Time (JIT) inventory models have long become a cost savings tool for the likes of Toyota and Dell Computer. But high voltage electrical contractors, utilities and co-ops can also implement a Just-in-Time model by partnering with companies such as Hi-Line Utility Supply to save money on managing tool inventories, warehousing rubber goods, maintaining fiberglass tools and equipment, and assembling temporary custom grounds and jumpers, as well as the stock components and parts needed to assemble and keep these essential tools in good working order.

Just this month, *T&D World Magazine* published a story that highlighted the decision Intren (formerly Trench-IT) executives made to partner with Hi-Line for the assembly and testing of custom temporary grounds and jumpers to save money. And, last fall American Electric Power (AEP) touted Hi-Line's unique Rubber Goods Change Out™ program in an article as an example of how they have saved money and improved efficiency by outsourcing the cleaning, testing, storage, and rotation schedule of its linemen's rubber products to Hi-Line. These types of services, offered by Hi-Line, are an example of Just-in-Time scaled to the specific needs of the contractors, co-ops, and utilities that keep the nation's power up and running.

The Japanese call the JIT model "Kanban" (pronounced kahn-bahn). For years, they have employed Kanban to keep production costs down and quality high, for everything from cars to video games.

In an article for the journal, *Inventory Management Review*, Nick Koletic, an economics specialist at UCLA writes, "Just-In-Time inventory (JIT) is part of a production system whereby a firm vastly reduces inventory from its production processes so that utilization of production inputs and delivery of finished products are accomplished without incurring significant holding costs... JIT systems have several cost-cutting advantages."



If there is risk, according to Koletic, it is insuring that the supplier chosen to provide Just-In-Time inventory is reliable, stable, trustworthy and fluid.

Hi-Line's stellar reputation for quality tools and equipment has been determined for close to fifty years by the linemen who put their lives on the line every day using products purchased from Hi-Line. Hi-Line warehouses more than 10,000 products for Just-In-Time shipping to its customers – even delivering (90% of) in-stock items ordered by 4pm EST the next day.

Now companies such as Intren and AEP are discovering how Hi-Line's services can improve efficiency, reduce costs, boost bottom line performance, and even raise safety ratings—an ever-increasingly important measurement of a company's worthiness to utilities and the public.

Put Hi-Line to work for you. Call one of our expert Customer Service Managers today to learn more about Hi-Line's unique services and offerings to see how Just-In-Time can help contractors, co-ops and utilities be efficient and cost-effective with all the day-to-day tools and equipment used in the field.



**HI-LINE WILL DELIVER
NEXT DAY ANY IN-STOCK ITEM
THAT IS ORDERED BY 4PM EST**



Examining Your Warehousing Costs Can Save \$THOUSANDS

The costs required to build, staff, and manage a warehouse with expensive and rarely used tools for the high voltage electrical marketplace can be staggering. By examining warehouse inventories, procedures and processes, contractors, utilities, and co-ops can improve efficiency and stretch budgets, and become better prepared to weather a tight economic time and increase safety.



Retailers have long measured their success in sales per square foot, having learned that every inch of space generates profits or losses depending upon what's put into that space. OEMs have kept the costs of consumer goods low and profits high through innovative Just-in-Time inventory management for parts, reducing the need to house, measure, and account for inventory levels. Now contractors, co-ops, and utilities can also mine their warehouses for savings. Hi-Line offers a number of services that can help streamline inventories, quick-ship rarely used items to free up warehouse space for day-to-day needs, track tool and equipment usage and testing schedules, and more.

Technology, expertise, and efficiency all contribute to good management and Hi-Line has tapped all three to deliver cost savings for customers such as MJ Electric, AEP, and Intren (Formerly Trench-IT). As an example of how Hi-Line can assist your cost-savings efforts, check out Hi-Line's service offerings such as tool management programs, Rubber Goods Change Out™, fiberglass refinishing/restoration, and assembly of temporary custom grounds and jumpers.

Download Sell Sheets Anytime from: www.hilineco.com



Fiberglass Tool & Equipment Restoration

[CLICK HERE TO DOWNLOAD](#)



Rubber Goods Sales and Testing

[CLICK HERE TO DOWNLOAD](#)



Tool Repair & Maintenance

[CLICK HERE TO DOWNLOAD](#)



Custom Grounds and Jumpers Assembly & Testing

[CLICK HERE TO DOWNLOAD](#)



Lineman Tools & Equipment

[CLICK HERE TO DOWNLOAD](#)



Truck Inventory & Replenishing Program

[CLICK HERE TO DOWNLOAD](#)

AND THE WINNER IS...

Harlan Electric Company Candy Woodward Wins \$529 DeWalt Tool Kit

Harlan Electric Company (Rochester Hills, MI), a subsidiary of MYR Group of Rolling Meadows, IL, is the proud owner of a \$529 tool kit from DeWalt, courtesy of Hi-Line Utility Supply Company. Ms. Woodward, a 24-year employee of Harlan and a 20-year customer of Hi-Line, said she was thrilled beyond measure to learn that her name had been drawn from the thousands of linemen, foremen, tool buyers and executives who entered the contest through Hi-Line's website and advertising.



Harlan Electric's policy doesn't allow employees to accept gifts, so after careful examination and deliberation of the policy, the company accepted the prize on behalf of Ms. Woodward, and is allowing all its employees to use the tool kit. The kit contains a hammerdrill drill and driver, a circular saw, a reciprocating saw, a floodlight, chargers, batteries, and saw blades, all packaged in a handy carrying case. The kit is valued at \$529.99.

On a side note, since March is "Women's History Month" Hi-Line wanted to take the opportunity to note that women have long contributed to the US transmission and distribution industry's success. The convenient coincidence of pulling Candy's name as the winner of Hi-Line's DeWalt tool kit contest is a fitting reward for years of service. Congratulations Candy!

Hi-Line's 2009 Giveaway Contest prize is a new jacket. Several winners will be announced throughout the year.
[Enter today by clicking here.](#)

Women's History Month



As a nod to Women's History Month, Hi-Line would like to recognize one of its newest customers: Line-Works Utility Supply, LLC. Line-Works is a woman owned and certified reseller of high quality tools and equipment for the high voltage transmission and distribution industry. Line-Works has recently launched a new website and is working hard to get its name out there as a minority-owned business that can assist contractors, utilities, and co-ops with high quality products and services.



The "Ultra Light" Pole Puller and the Pole Puller Cage

Re-Introducing the Ever Useful Pole Puller: a Springtime "Must Have"

The "Ultra Light" pole puller, designed by a lineman for Linemen, has a well proven track record for over 25 years. This product features an ultra lightweight cylinder with swivel assembly.

Special Pricing thru June 30, 2009



Pole Puller Cage



Pole Puller

VISIT Us AT WindPower Expo, May 4-7, Chicago – Booth 5191

Hi-Line Utility Supply Co. will be exhibiting its specialty tools and equipment at McCormick Place in Chicago this May 4 – 7, 2009. Thousands of people are expected to explore the 9th annual WindPower Conference and Expo produced by the American Wind Energy Association.

“Wind is an exciting new option for providing electrical power and we want to be the number one supplier of transmission and distribution equipment to wind farms nationwide,” said Matt Dell, owner and Vice President of Sales & Marketing for Hi-Line. Indeed with the new US administration’s push for greener sources of energy, wind seems to be an abundant renewable source of energy and Hi-Line is eager to assist this emerging market.



Hi-Line also recently joined the American Wind Energy Association as a member and will be participating in meetings and conferences throughout the year offering expertise on best practices for safety, cost savings, and maintenance for the day-to-day specialty tools and equipment required for lineworkers in the field.



Reserve Your **FREE** 2009 Hi-Line Catalog Online
and Receive this Hi-Line Hat
FREE with your first order



[Click Here](#)

Hi-Line Utility Supply Co. 1695 Cambridge Drive, Elgin, IL 60123
Phone: 800-323-6606 Fax: 847-488-1285
Click here to send Email: Info@HiLineCo.com

Furnishing Quality Tools & Equipment for Construction and Maintenance of Above and Underground Installations.
The Products You Want - The Testing You Need - The Delivery You Deserve