



NATIONAL ASSOCIATION OF
ELECTRICAL DISTRIBUTORS

Smart Tools for Smart Distribution.

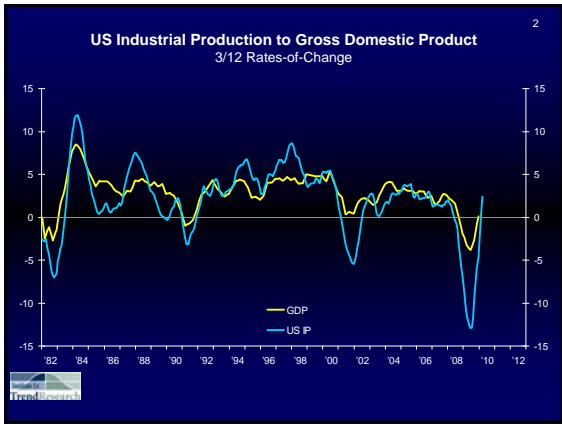
2010 National Electrical Leadership Summit

The Future is Your Decision

Presenter: Alan Beaulieu

**Sunday, May 16
1:00 – 5:00 pm**

Note: The information and suggestions presented should serve only as a foundation for further analysis. The National Association of Electrical Distributors hereby disclaim any and all responsibility or liability which may be asserted or claimed arising from or claimed to have arisen from reliance upon the information or utilization of the information contained in this packet of materials.



Example: Revenue 12MMT

12MMT: 12MMT = 17.54

Mar 09	1.47		
Apr 09	1.51		
May 09	1.65	3MMT = 4.63	
Jun 09	1.75		
Jul 09	1.76		
Aug 09	1.64	3MMT = 5.14	
Sep 09	1.71		
Oct 09	1.74		
Nov 09	1.54	3MMT = 4.98	
Dec 09	1.44		
Jan 10	1.24	3MMT = 4.22	12MMT = 18.70
Feb 10	1.26	3MMT = 3.95	12MMT = 18.97
Mar 10	1.74	3MMT = 4.24	12MMT = 18.97

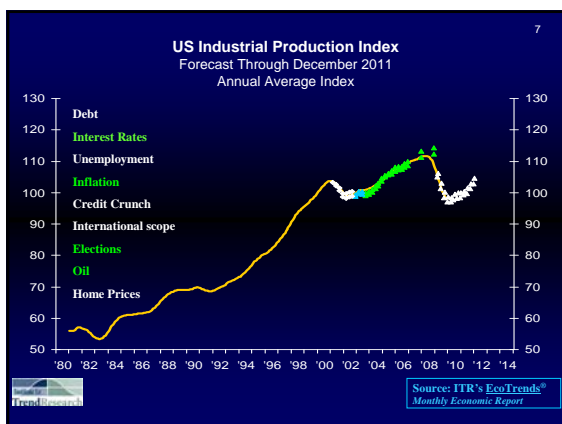
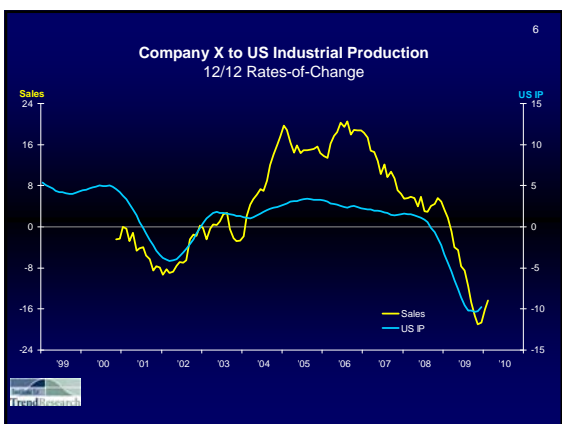
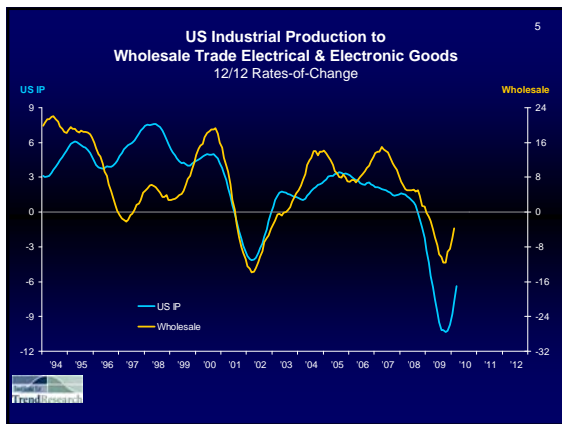
8.2%

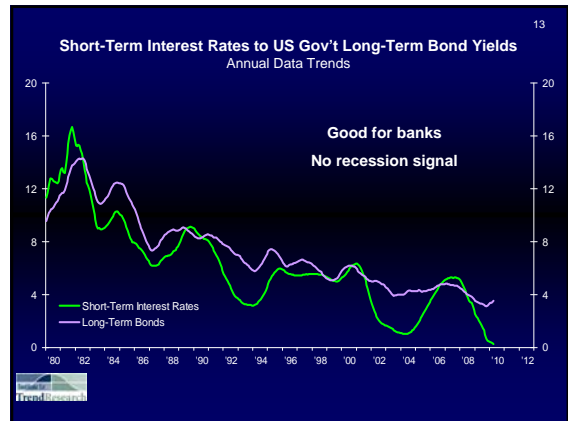
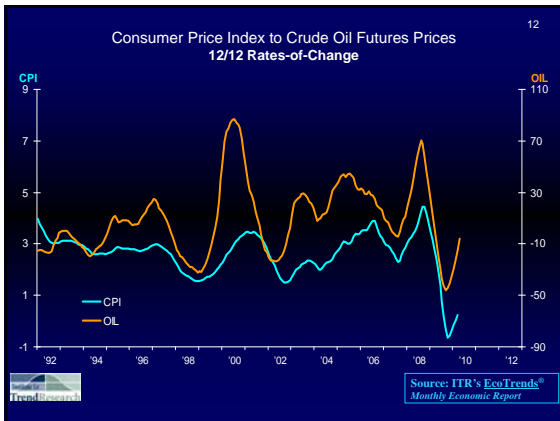
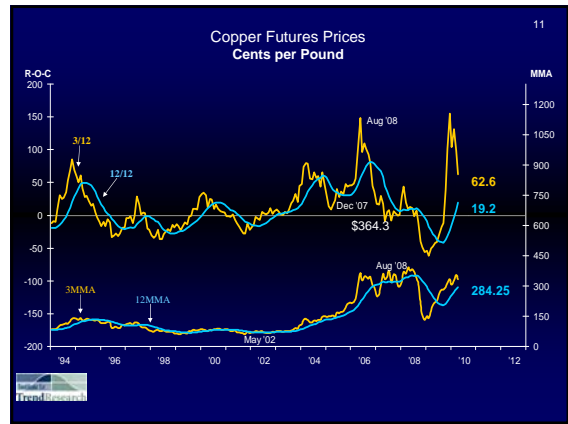
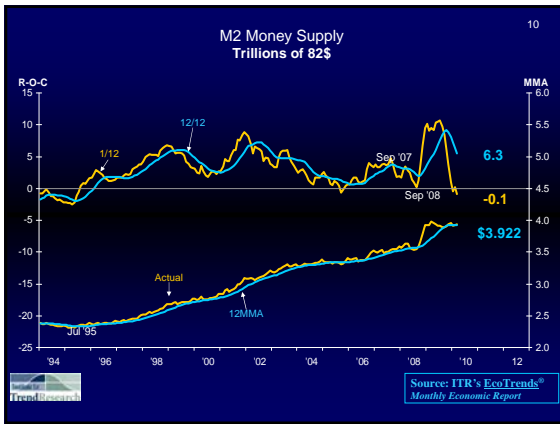
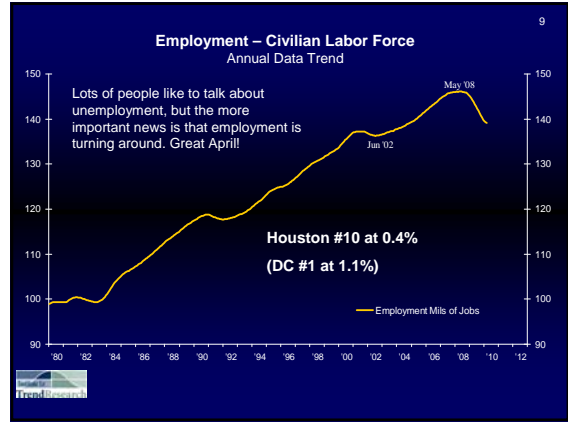
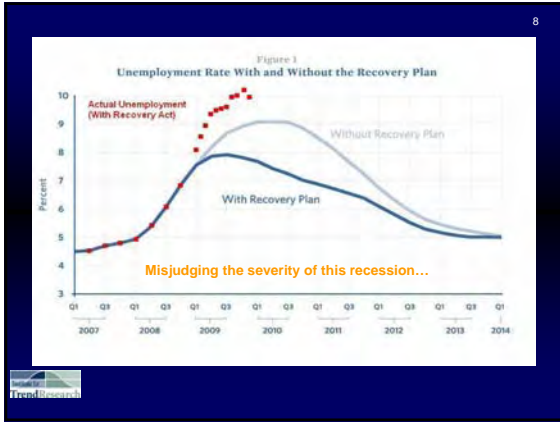
RATE-OF-CHANGE

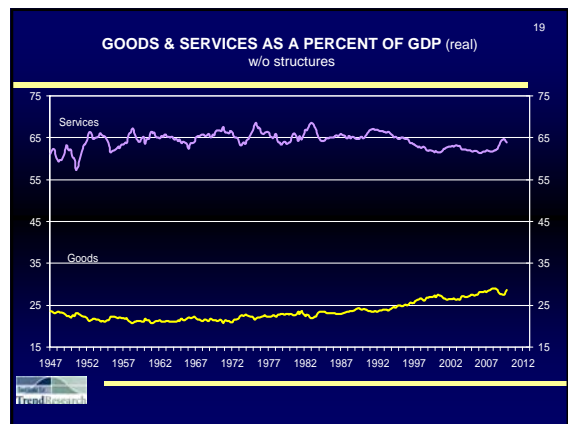
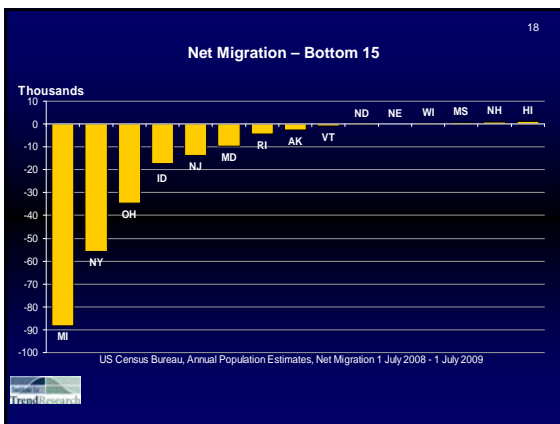
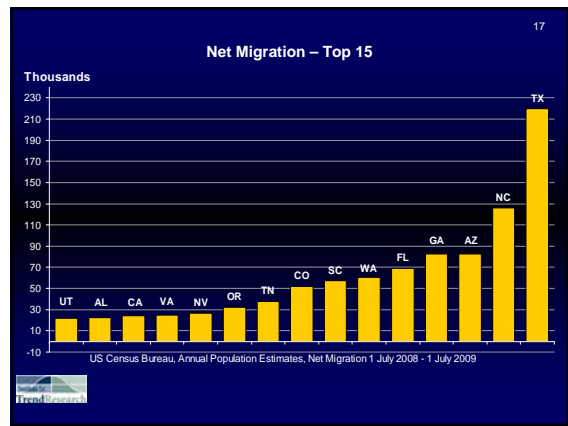
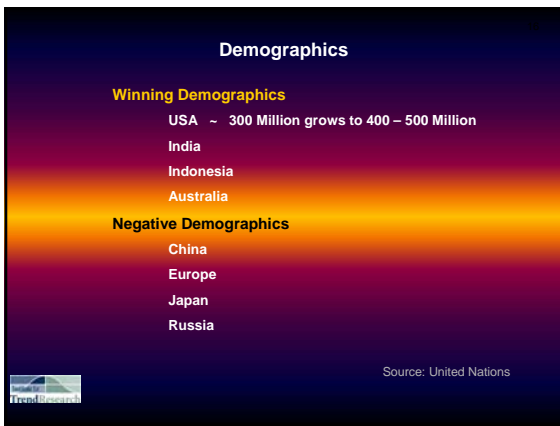
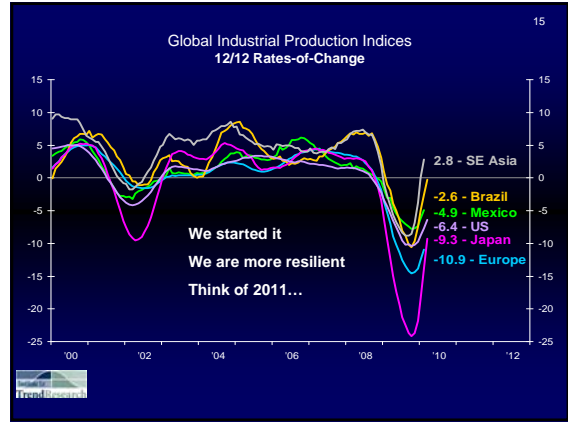
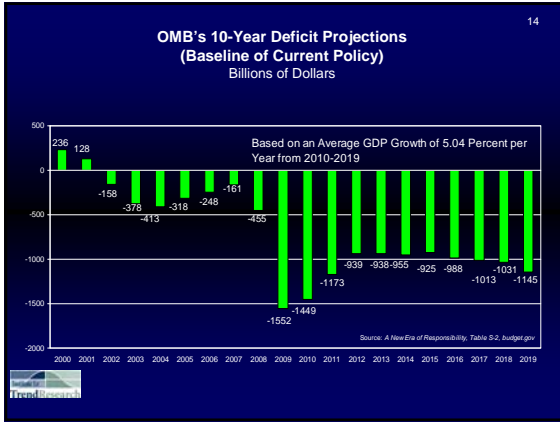
ACTUAL MONTHLY DATA AS OF 4/09
ACTUAL MONTHLY DATA AS OF 4/08 = 1/12

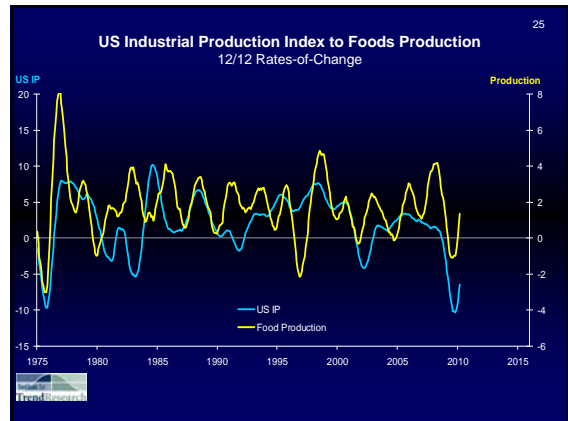
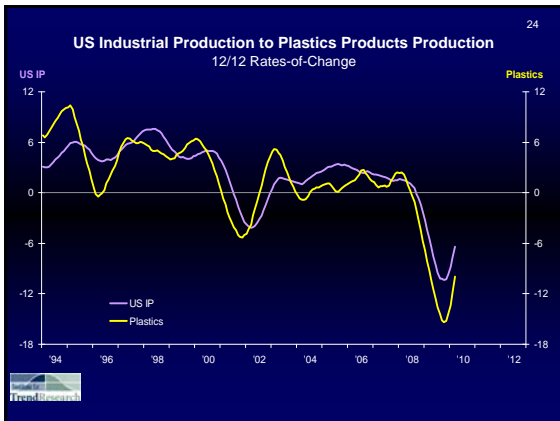
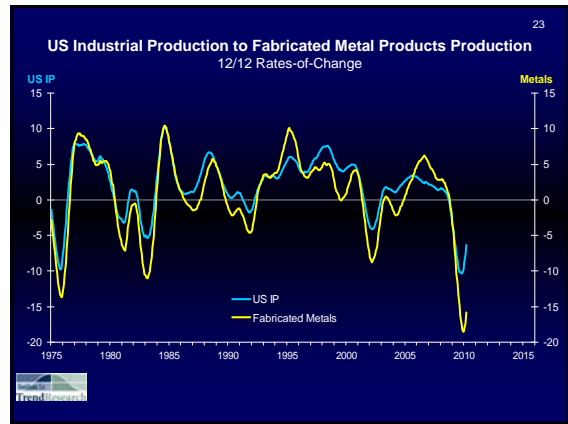
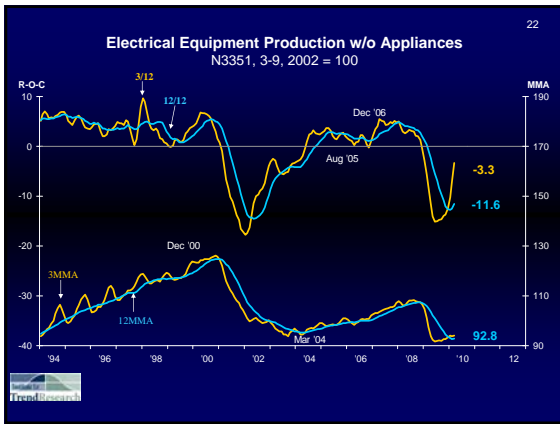
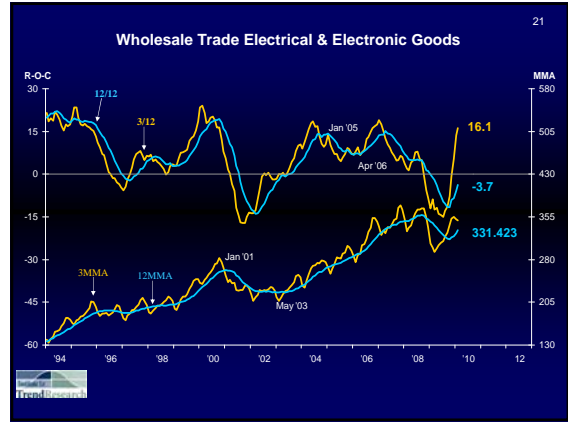
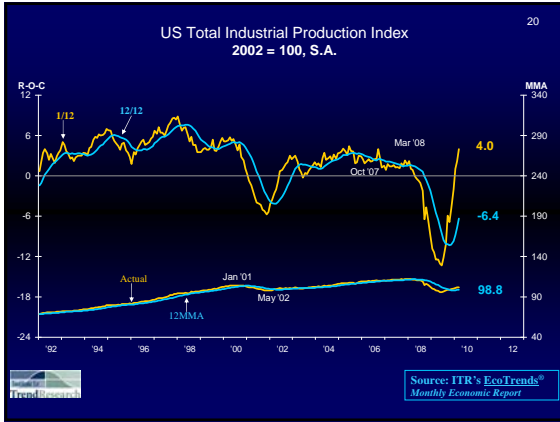
3-MOS MOVING TOTAL (3MMT) AS OF 4/09
3-MOS MOVING TOTAL (3MMT) AS OF 4/08 = 3/12

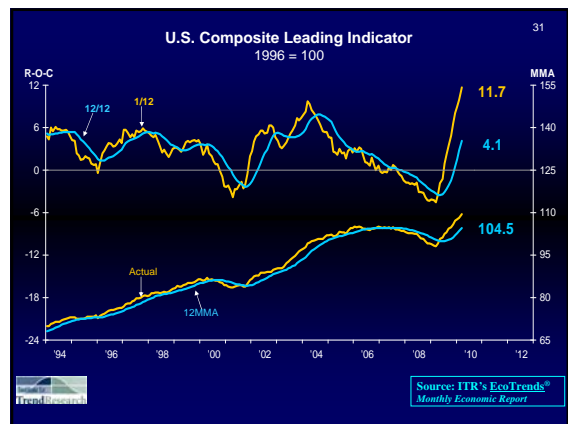
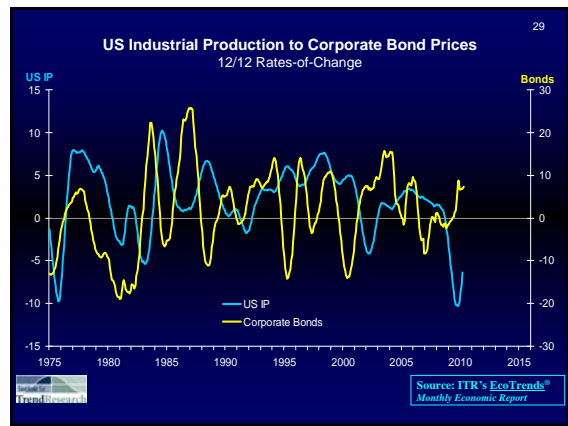
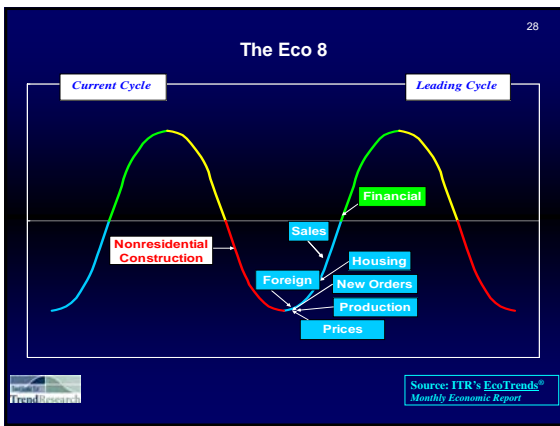
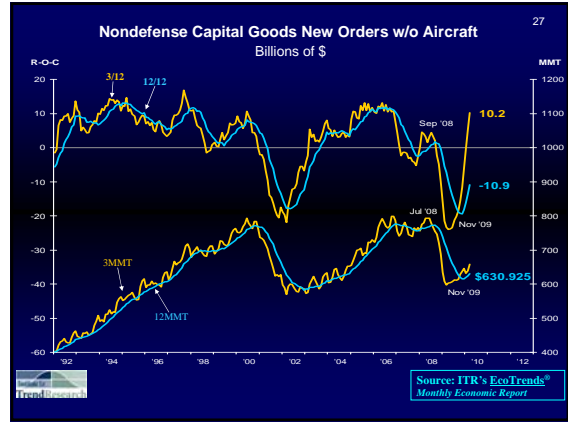
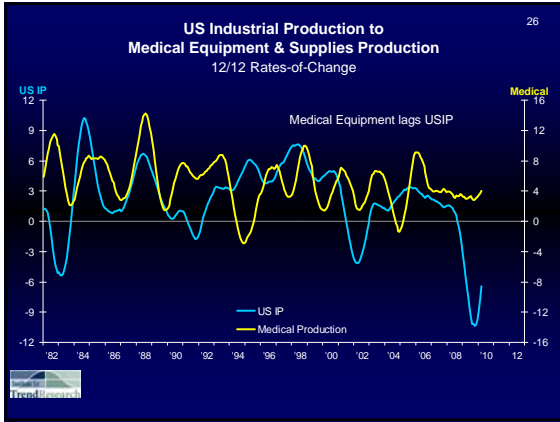
ANNUAL MOVING TOTAL (12MMT) AS OF 4/09
ANNUAL MOVING TOTAL (12MMT) AS OF 4/08 = 12/12

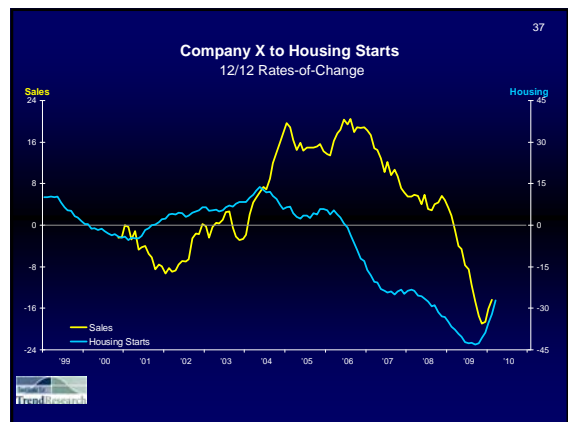
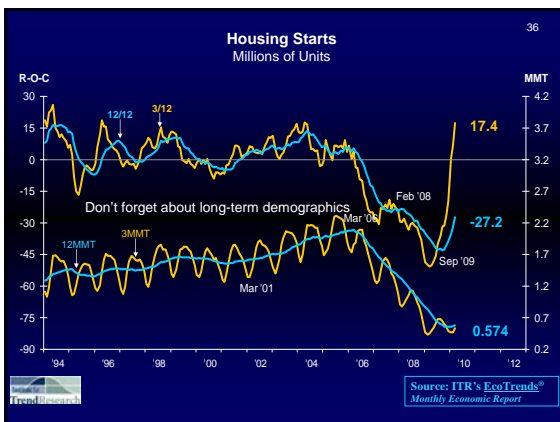
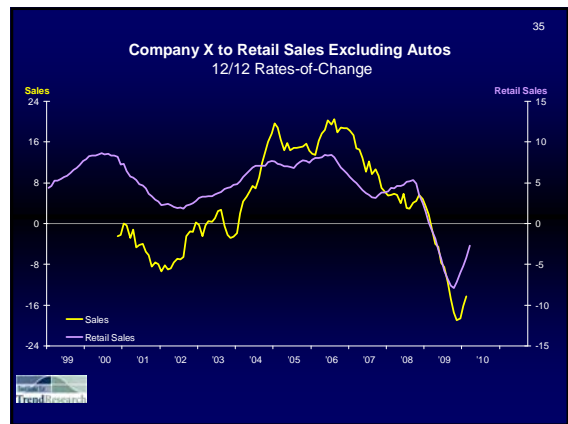
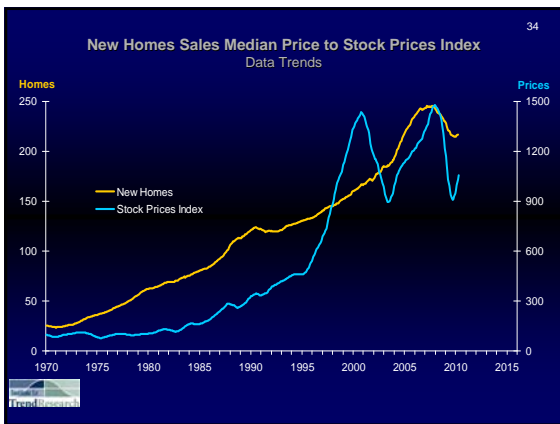
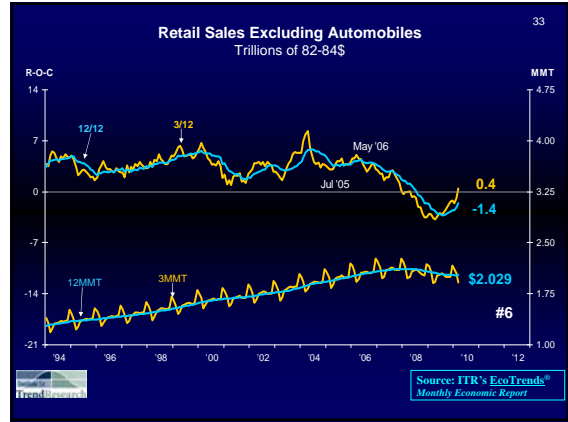
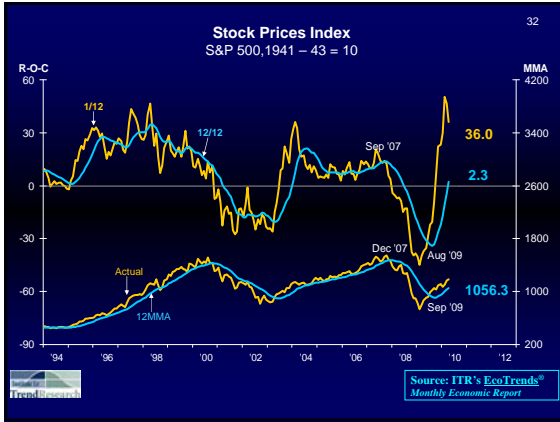


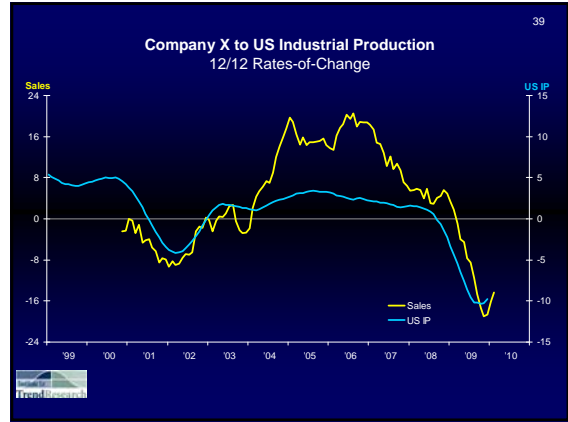
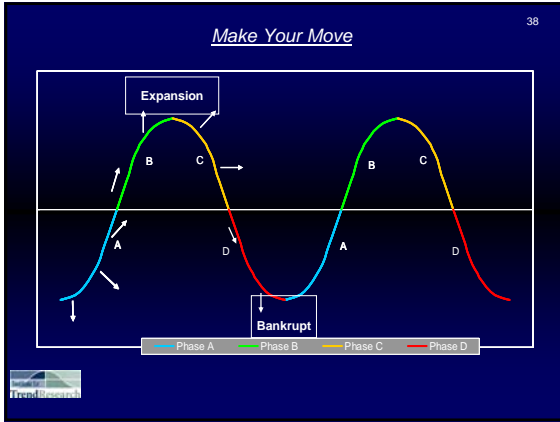












Phase Management Objectives™: 40

Phase Late D – Recession

Early A - Early Recovery

1. Prepare training programs
2. Negotiate union contracts if possible
3. Develop advertising & marketing programs
4. Enter or renegotiate long-term leases
5. Look for additional vendors
6. Capital expenditures & acquisitions considered in light of market-by-market potential
7. Make acquisitions – use pessimism to your advantage
8. People will be scared – lead with optimism and “can do” attitude

Phase Management Objectives™ : 41

Phase Late A - Recovery:

1. Positive leadership modeling (culture turns into behavior)
2. Establish goals: tactical goals which lead to strategic achievement
3. Develop a system for measurement and accountability re: #2
4. Align compensation plans with #2 and #3
5. Process standardization
6. Judiciously expand credit
7. Check distributions systems for readiness to accommodate increased activity
8. Review and uncover competitive advantages
9. Invest in customer market research (know what they value)
10. Improve efficiencies with investment in technology and software

**For any additional follow-up questions
please contact:**

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603-796-2500**