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Securing Golden Screws “Just in Case”



Independent distributor Classic Components, employs a comprehensive strategy to mitigate supply chain disruption and avoid delays

For decades, the general wisdom in approaching manufacturing has been to rely on a “just in time” strategy to ensure component parts are available the moment they are needed rather than tying up capital to purchase and store inventory. However, with the recent supply chain disruptions that have been causing delays across industries, there is an argument to be made for holding “just in case” (JIC) inventory as well. This is especially important for “golden screws,” the one or two critical components that are needed to finish production and start generating revenue.

While the “just in time”(JIT) philosophy has been effective for over 30 years now, the recent disruptions that have been happening in the supply chain are unpredictable. In the past six years, these disruptions have been more severe and unanticipated, upsetting a relative stability that had existed for some time. Suddenly, parts are completely unavailable, a problem that has been increasingly troublesome over the last 18 months.

“When there is supply chain harmony, when everybody is delivering on time and there is plenty of inventory in distribution, “just in time” works really well, but that is not the current reality and as COVID taught us, you can never anticipate the next event,” says Mike Thomas, vice president and global general manager at Classic Components, a premier independent distributor based in Torrance, CA. “This makes the “just in case” inventory philosophy a crucial piece of the profitability puzzle moving forward.”

JIC is not a new concept, but it is a “now” concept given the instability in the past six years. It is an inventory management strategy where companies keep inventory on hand to anticipate and prepare for unpredictability of demand or the times. The strategy is typically employed in less industrialized countries where disruptions in the supply chain are more common and maintaining more inventory in case of emergency is critical to avoid production delays and other inefficiencies.

“Just in case” means having specific critical items in stock all the time so that when a situation arises like COVID, civil unrest, countries in conflict, or whatever else you can think of that disrupts the supply chain, we still have enough critical electronic components on hand to continue to manufacture our products. Even if it is not as profitable, you remain operational,” says Thomas.

Thomas believes in balancing “just in time” inventory, which helps businesses keep their inventory low and their capital high, with JIC, particularly of items that may be essential to the continued profitability of their business. A term that is gaining traction to describe such parts is the “golden screw,” an item that at times is difficult to procure but is essential to doing business.

“There are a lot of “golden screws” now that companies just couldn’t get their hands on and there were many products that couldn’t even be shipped. So, now they are meeting and shifting their strategies to ensure they always have the golden screws in the future,” Thomas notes.

Combining these two inventory strategies gives organizations the best of both worlds – the low inventory and available capital of JIT with the security of JIC – and Classic Components can offer its partners this type of balance when it comes to electronic components.

“With companies like ours, we invest our own money to purchase items for customers ahead of time. We keep a certain amount in buffer stock, and we ship it out when needed and then we get paid by the customer. In doing so, the customers achieve their goal of having only what they need, when they need it, which is basically “just in time”

philosophy,” explains Thomas.

To accomplish this, the company invests its own capital to secure “golden screw” items for customers and hold them in inventory until they are needed, however long that might take. This is a unique offering within the independent channel and only the largest, most financially stable distributors are willing or able to do so.

However, customers need to be willing to shift their strategy to accommodate a JIC philosophy. Organizations must have the foresight and awareness to anticipate future orders not yet placed and be proactive about securing that inventory required to ensure there are no delays when the product is needed.

Thomas adds that the items that have been difficult to find are not always complicated parts. OEMs require simple electronic components to make products in the same way nails and screws are required to construct a house.

“It is important to adopt a “just in case” philosophy both for less sophisticated items along with higher end items as well, to cover all the bases,” says Thomas. “To extend the construction analogy, if a house is built with nails and screws, it will also require expensive fixtures to be completed.”

The distributor can help secure these items for the OEM without asking for money up front and assist with the logistics of transporting the items when needed. They do this by being flexible in their approach and shipping material, whether upstream or downstream, including to contract manufacturers, sister companies, and subsidiaries.

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Not many companies are offering this type of service during shortages, including traditional distributors.

Although authorized distributors provide added value such as engineering support, contractual obligations dictate all materials must come directly from the factory. This makes sense when the supply chain is operating as expected, and there

are no global pandemics or other supply chain constraints. The current disruptions, however, are creating lead times in the regular distribution space of up to 50 weeks for parts that used to be available in eight to 18 weeks, a massive disruption that independent distributors can work around more easily.

Regular authorized distributors may also struggle to get parts because the contractual agreement that these companies sign prevents them from sourcing products in the open market. Independent distributors like Classic Components can lock in prices and delivery dates using its vast network of supply chains and partners for many months at a time. This ensures that the inventory will be there when the customer needs it and not sold to someone else.

“It is a philosophical adjustment. Companies have to look in the mirror and say: we built our organization on “just in time” and that is how our shareholders measure us, but we need to secure the “golden screws” to protect against any possible future disruptions,” says Thomas.

For more information, contact Classic Components Corp. 23605 Telo Avenue, Torrance, CA 90505; www.classic-ic.com; 310.539.5500; info@classic-ic.com.

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Effective Jan. 1, 2023, NEC 230.46 Requires Wire Connectors Used for Splicing or Tapping Conductors on the Line Side of the Service to be Tested as Suitable for This Use

NSI Industries, LLC, a leading provider of electrical, HVAC, and building technology product solutions for more than 45 years, is proud to announce that it is the first company to be NEC 230.46 Compliant, with a number of Polaris® UL listed connectors adhering to this new requirement.

“Effective Jan. 1, 2023, NEC 230.46 requires wire connectors used for splicing or tapping conductors on the line side of the service to be tested as suitable for this use,” explained Joseph Saganowich, NSI Electrical Division President. “NSI’s Polaris pre-insulated connectors are ideally suited for this application and our customers will be pleased to know that we’ve been actively testing sized 350-750 MCM connectors, which are now compliant with NEC requirements for connectors and devices installed on service conductors. NSI is actively working to qualify all relevant connectors to meet the new NEC 230.46 requirement.”

The current compliant 350-750 MCM Polaris connectors from NSI include series PL, PLH, IPL, IPLM, IPLMD, IPLD, IT, ISR, IPLH, IPLDH, IPLMDH, ISRH and ITH. Follow this link that contains an up-to-date list of part numbers that meet NEC 230.46.

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For more information on NSI Industries, please visit www.nsiindustries.com.

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About NSI Industries, LLC

NSI's core philosophy is Making Connections. Focused on the electrical, building technology, and HVAC markets, NSI connects distributors to products, services, and technologies by providing a fresh perspective and caring approach that drives smart solutions. The driving force behind a stable of market-leading brands and a large breadth of products, the company's primary job for more than 45 years has been to fulfill the needs of distributors and their customers. By staying grounded in the principles of service and value, NSI continues to deliver high-quality, industry-advancing, and comprehensive product solutions that enable growth.

NSI has many well-respected brands, including Bridgeport Fittings®, Polaris® Power Connectors, TORK® Timers and Controls, WarriorWrap® Professional Tape, TERMINATOR™ Premium Wire Connectors, RHINO Safety™, Platinum Tools®, TechLogix Network, Duro Dyne® Sheet Metal Accessories, Metallics™ Fasteners, Remke Industries, and Lynn Electronics. For additional information about NSI Industries and our family of brands, visit www.nsiindustries.com.

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In underground electrical systems, accurate and visible tags and markers are essential for locating faults quickly and safely.

For electric utilities, even brief power outages can disrupt homes, businesses, and critical infrastructure. These interruptions can also impact public safety and diminish customer trust, so quickly identifying and resolving electrical line faults is essential.

The challenges can be even greater with underground systems that distribute electricity through cables buried below ground. Unlike overhead lines, underground cables are not easily accessible. When a fault occurs, locating and repairing the problem often requires specialized tools and possibly excavation. Even minor failures can turn into extended outages.

To identify the probable location of the fault, linemen rely on data such as feeder loads, breaker activity, and SCADA information before going out into the field to make repairs. However, this is where the work becomes more challenging. Physical signage at the site is a critical tool for directing utility crews to the precise location of underground cables, access points, and other infrastructure so the work can begin.

Therefore, when cable markers are missing, mislabeled, or damaged, the entire fault-response effort is delayed. Dispatchers often require more time to narrow down the field location. Technicians must wait for updated locations. Electromagnetic detection, ground-penetrating radar, and vacuum excavation may be required.

This underscores the importance of signage that is accurate, visible, and legible over many years, despite the harsh underground environment.

“Cable tags and markers play a critical role in warning utility personnel about potential hazards, but also can help utilities minimize any downtime by facilitating the location of cables and other equipment underground faster,” explains Daniel O’Connor, General Manager of Tech Products, Inc., a New York-based manufacturer of industrial identification solutions with over 75 years of experience.

O’Connor emphasizes that markers that are “good enough” for a few years may be slightly less expensive

but are ultimately poor choices in the long run.

“The graphics should remain highly visible and legible for thirty to forty years after installation, even in harsh environments above and below ground,” says O’Connor.

Signs Everywhere

In underground electrical distribution systems, signage must be installed in several critical locations. The rules for signage are largely derived from OSHA regulations, the National Electrical Safety Code (NESC), the National Electrical Code (NEC), and ANSI standards for safety signage. Utilities also maintain their own detailed signage and labeling standards that often exceed the general codes

Above ground, labels are posted on transformer enclosures, switchgear, cable risers, junction boxes, and utility access points. Common warning signs include “DANGER: High Voltage,” “Underground Electric,” and “Authorized Personnel Only.” Pad-mounted transformers and sectionalizing cabinets must include an equipment ID number, voltage and phase information, kVA rating, and manufacturer information.

Below ground, buried cable marker tape is often placed 12–18 inches above URD cables or conduit with warning text such as “Caution: Buried Electric Line Below” to alert excavation crews that electrical lines are present.

In underground vaults, manholes, and handholes, it is standard to label ducts, phases, and splices, using durable cable tags that include circuit and feeder IDs. These tags serve as essential safety warnings and help identify cable racks, grounding systems, junctions, and protective devices.

Unfortunately, the same underground environmental conditions that affect cable systems can also have an impact on any installed signage. For example, moisture can cause painted and laminated signs to fade or delaminate. Temperature extremes can cause plastic signs to become brittle or warp. Exposure to chemicals can also degrade plastics and coatings.

All these factors make it essential for utility signage to be made from materials designed for long-term outdoor or underground use.

One of the most common options are write-on tags, which allow users to add information using Sharpies, pens, or pencils on materials like plastic, paper, metal, or coated cardboard.

Despite their simplicity and convenience, write-on tags have notable limitations. Handwritten information is often illegible and can smudge and fade over time. In addition, only some write-on tags are designed specifically for harsh environments.

A better solution is high impact polyolefin plastic products like the EVERLAST® brand from Tech Products. The company offers a range of identification products for electric and gas utilities, telecommunication and cable companies, OEMs and pipeline companies.

EVERLAST cable tags and markers display text or pictograms that are permanently embedded through the entire thickness of the substrate. UV stabilizers and antioxidants are added to provide complete protection and weather resistance in all climates. The polyolefin

plastic is impervious to sun, wind, rain, humidity, salt water, fumes, and acid/alkali solutions.

The tags and markers are not painted or screened but instead designed with solid black polypropylene characters permanently embedded into the substrate. Custom wording, logos, and a range of color options are available.

To speed the process of locating and isolating the exact URD cable or urban feeder during a fault or outage, the EVERLAST line includes phase markers in 1" and 3" sizes that indicate the phase (A, B, or C) of each line.

When close-up reading is required in tight or confined spaces, miniature markers with raised, 3D characters, called FastTags by Tech Products, Inc., remain legible even in low light, oily, or dusty environments. The raised 3D characters are hot stamped with high quality UV stable foil and are nonconductive and non-corroding.

Underground Cabling Grows

Today, demand for underground electric cabling is only growing. Dense urban cores and downtown districts rely on underground networks because real estate is scarce, outages and safety incidents carry high consequences, and aesthetics matter.

Regions exposed to severe weather and wildfire risk, including parts of California, Florida, and Hawaii, increasingly place distribution feeders and laterals below grade to reduce tree contacts and wind-borne faults. Planned communities, campuses, and industrial parks frequently specify "no-pole" covenants.

Given the increasing adoption of underground systems and with the stakes so high to quickly restore power, utilities need to effectively utilize industry best practice signage, tags, and markers to help technicians quickly and safely identify and resolve any faults.

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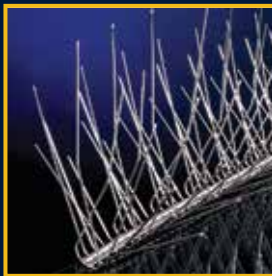
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