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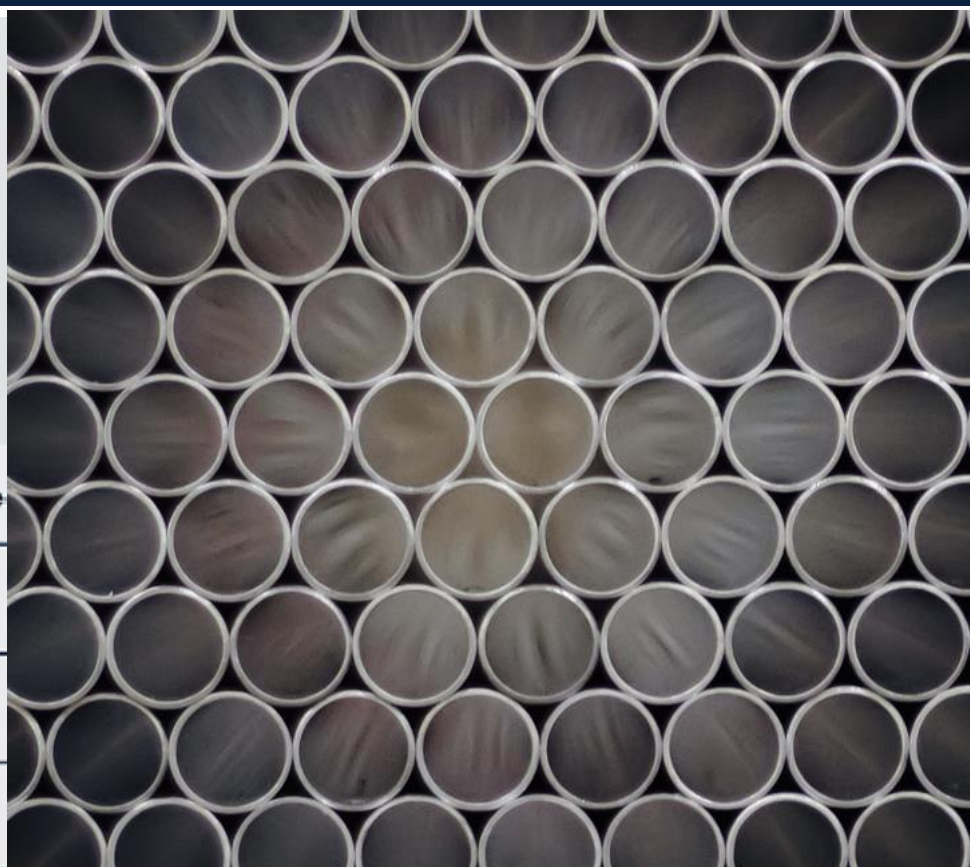
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"Protection from electrical shocks is paramount for every trade professional who works on energized sources," says Adriana Facchina, associate product manager at Klein Tools. "With our newly redesigned Insulated Screwdrivers, professionals get all the features they love from Klein drivers, like Cushion-Grip handles and Tip-Ident®, with 1000V-rated impact and flame-resistant insulation to provide protection from electrical shock."

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## SYLVANIA LED Lamps and Fixtures Light the Way for Portland Transit Services

Providing bus, light rail, and commuter rail transit services to the Portland, OR metro area since 1969, the TriMet transit system has been connecting people with their community, easing traffic congestion, reducing air pollution, and enhancing lifestyles in and around Portland for over half a century.

Serving between 1-2 million riders weekly, the leading transit system has also long been on the forefront of sustainability, as demonstrated by such progressive initiatives as its fleet of 'MAX' electric buses fully powered by renewable energy, as well as its solar panel installations, eco-track project, and investment in the emerging field of regenerative braking.

Thousands of older HID and fluorescent lamps illuminated the many bus and rail garages, yards, and parking lots where TriMet bus and rail vehicles came for repairs, maintenance, engine rebuilds, and body work, and where drivers came to receive their assignments. "We underwent an annual inspection in 2020 at our central bus yard and were informed that we needed to enhance the fasteners in our fixtures to make them code-compliant," shared Karen Powell, TriMet's Director of Facilities Management. "In addition to creating dark spots in our space, our lights were difficult to access and maintain, requiring the scheduling of a bucket truck and the rearrangement of transportation operations. We realized it made no sense to fix those aging fixtures," she said. "We knew that an upgrade to safe, high-quality, and energy-efficient new LED lighting technology would benefit our employees, passengers, and community members alike."

The \$2.4 million upgrade project kicked off September 2020, covered 585,000 square feet of TriMet space, and involved the installation of approximately 10,000 LED products, with around 70% of them being SYLVANIA LED lamps and fixtures from LEDVANCE. The new lighting design involved everything from SYLVANIA LED retrofit strip kits to exterior area lights, wall packs, wide body vapor tights, and linear high bay systems in TriMet's wash bay and fuel house.

"The safety and comfort of our employees is paramount and our new SYLVANIA LED products have delivered everything from improved productivity and safety to reduced energy consumption and better-quality lighting – all of which have truly transformed our space. Our team has commented on how the new lighting has made them feel even more positive in their workspaces. We have also seen a reduction in trespassing incidents due to the improved lighting," TriMet's Powell confirmed.

Visit [LEDVANCEUS.COM](https://LEDVANCEUS.COM) to learn more.

**SYLVANIA** 

# 59 Feet of Reach & No Commercial Driver's License Required To Operate



What if you could reach almost 60 feet from a 22,000 GVWR bucket truck? Now you can with Dur-A-Lift's DPM2-52 aerial lift when you pair it with one of the new mid-size chassis now available from companies like Ford, Chevy, and International.

This ultimate working combo is compact in size, but not in reach. The telescopic articulating aerial features working heights up to 59 feet and a side reach to 31.5 feet. Dur-A-Lift's DPM2 series lifts are available with Category C or D insulation as well as in a non-insulated option. There are both fiberglass and aluminum baskets available with an optional jib and winch that can lift up to 1000 pounds. Basket capacities range from 400 to 600 pounds. Basket rotator and elevator options allow for precise basket placement.



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This unit was designed with the electric utility industry in mind, but with many other customizable options, the DPM2 series can accommodate many different applications and industries making it a truly versatile tool in the workplace. Ask about all available chassis, body, basket, and tailshelf options to build a perfect bucket truck for your needs.

CDL drivers are currently in high demand and the DPM2-52 aerial from Dur-A-Lift combined with a 22,000-pound minimum GVWR mid-size chassis, like the Ford F600, International CV515, or Chevy 6500, provides a lift with a superior working height of 59 feet all without the need for a commercial driver's license. This is a huge benefit with today's workforce challenges.

Learn more about the DPM2-52 at [www.dur-a-lift.com/dpm2-52](http://www.dur-a-lift.com/dpm2-52)

*Dur-A-Lift Inc. has been manufacturing truck-mounted aerial lifts, for what is better known as a bucket truck, since 1969. If you are looking for durability and dependability – think Dur-A-Lift. Connect with a Dur-A-Lift expert today to discuss your upcoming bucket truck needs.*

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# Electronic Chip Shortage Solution: Look to the Independent Channel

---

*Independent distribution channels offer quality and decades of experience, providing manufacturers of automobiles the electronic chips they need to keep production running*

Supply chain shortages have become a global issue in recent years, adding a stubborn wrinkle to the fabric that keeps the economy humming. One shortage that has plagued the automotive industry since 2018 is the shortage of electronic chips. In automobiles, chips control many of the features of a car, from heated seating to Wi-Fi hotspots, and without them, manufacturing cannot continue at the level consumers expect.

Supply chain disruptions are nothing new; they have become something electronic parts distributors have come to expect. With low-cost components in chronic shortage and extended lead times for delivery, manufacturers are considering the use of independent distributors to get parts on-time at the lowest possible cost without assuming additional risk.

For many companies, sourcing parts from the independent channel requires a significant shift in mindset.

“Some companies make the decision to place orders with independent distributors the very first day they are in operation because they understand our market and how we operate in it,” explains Mike Thomas, vice



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president and general manager at Classic Components, a premier independent stocking distributor of electronic components based in Torrance, Calif. "But there is an equal number of companies that are hesitant because the chipmakers and franchise distributors have invested millions over the years to de-incentivize their customers from going to the open channel. And I understand that,"

Classic Components has been in business for over 40 years and remains one of the only premier

independent distributors that is family-owned. The company's maturity and resources allow it to deliver high quality products with shorter lead times than many of its competitors. In fact, the company can usually deliver parts in two to three weeks that the OEM or authorized distributors may not have access to for 52 weeks or longer.

#### Keeping Automotive Manufacturing Running

At the beginning of the pandemic, automotive suppliers estimated a decline in consumer interest in purchasing a new vehicle and adjusted their projections accordingly. Chip manufacturers then followed suit, prioritizing other sectors such as consumer electronics as they anticipated a reduced automotive manufacturing capacity. However, demand for new vehicles exceeded expectations, leaving the industry with a demand it could not fill.

The accelerated demand for chips in the automotive sector is going to remain steady for some time, according to Thomas, due to the current backlog. This means the long-term prognosis for those manufacturing chips for automobiles is positive. And while things are beginning to slowly return to



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normal, at present, the price of hard-to-get components like chips has skyrocketed.

The shortage has led to major car manufacturers eliminating certain features in newly made vehicles because they are unable to obtain enough chips to ensure full functionality. This is where having an independent distribution plan comes into play.

"If you are a manufacturer, you need to have as part of your supply chain strategy an independent distribution plan," says Thomas.

"How are we going to engage? We don't want to give a broker business and take it away from the franchisor/authorized distributors. But right now, we are the guys that can be strategic and can get parts that work when you need them at a competitive price."

Classic Components' sourcing expertise includes knowing where to find alternate sources of component parts through surplus inventory, strategic relationships with other franchise/authorized distributors, and taking advantage of local and overseas markets.

#### Investigating Sources

One mistake that some companies make during the chip shortage is being duped by counterfeit products. It is an easy trap to fall into because the counterfeit items available today are impeccably made and almost impossible to distinguish from the real thing. Classic Components retains its competitive edge by taking a good, hard look into any company it wishes to purchase from to ensure both the company and its offerings are legitimate.

Thomas describes the situation like this: your company needs a part, but none of the major, trusted



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sources have it in stock for at least 52 weeks. What do you do? Most turn to the internet and search for a distributor who might have the chips needed in stock. However, it is easy to set up a website and pretend to have stock that does not exist. There is also serious financial motivation with chip prices skyrocketing to produce counterfeits.

"What happens when the online search produces a list of company names you have never heard of, how do you know which are legitimate and which are not?" asks Thomas. "We know all the players overseas. We have conducted rigorous audits and met many of the owners. We know which companies are legit and which should not be called. That is what we do."

While it might be tempting to purchase a chip from a company you have never heard of that says it has them in stock, Thomas advises caution. "If [a reputable independent channel source] says, 'Sorry, there just aren't any of these chips available' and you have an unknown entity telling you they have the parts, it would be wise to listen," Thomas says.

An independent distributor can also offer supply chain management along with a rigorous quality inspection process to ensure the authenticity and quality of each component received. Classic Components, for example, utilizes a quality management system (QMS) and holds certifications such as AS9120B, a requirement for distributors serving the aviation, space, and defense industry.

"When the parts arrive, we know how to make sure they are good quality," says Thomas.

The process includes conducting a detailed risk profile for the customer that takes into consideration the known reputation of the vendor, the part, and the end use of the item. In addition, the customer is surveyed as to the requirements for age of the components (date codes), traceability back to the factory, etc. In the case of Classic Components, the company has developed a scoring system to establish the risk involved in each transaction.

"The process of authentication is much more extensive for higher risk profile items to ensure the chips are legitimate and high quality," says Thomas. "There are a lot of steps, and it is very expensive and time-consuming but is critical when the product is a pacemaker, for example, and less so when it is a toy monkey banging symbols."

Unfortunately, for the foreseeable future, the automotive industry is expected to continue to experience significant supply chain disruptions. New technology for cars will also continue to increase the demand for chips, particularly in electric vehicles and internet-connected cars.

"Just as it did in 2018, the current chip shortage really reinforces the legitimacy of the independent channel," says Thomas. "We are literally helping to keep automotive manufacturers' production lines running in some cases."

Classic Components isn't thinking simply in terms of the immediate future, either. Given the environment, some independent distributors have stopped stocking inventory and are demanding prepayment for components with rigid "no cancellation and no return" policies.

"We are not just here to sell a box of parts and take the money and run. We still stock components and maintain flexibility in our [financial] terms. We are here for the long haul and so we want to maintain our relationship with our customers well beyond the current shortage," says Thomas.

"When things start to return to normal and companies need to make decisions to reduce their independent distribution supply base, they are going to remember the ones who brought consistent quality and flexibility and helped them weather the storm," he adds.

For more information, contact Classic Components Corp. 23605 Telo Avenue, Torrance, CA 90505; [www.classic-ic.com](http://www.classic-ic.com); 310.539.5500; [info@classic-ic.com](mailto:info@classic-ic.com).

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## VMP Announces New Horizontal Offset Cable Lacing Bar

*With Numerous Lacing Slots and a 2-inch Offset for Added Depth and Functionality, the ERLBAR-RA is Designed to Provide Important Strain Relief to Cabling and Connections While Also Promoting Good Bend Radius to Help Maintain Data Speeds*

Video Mount Products ([videomount.com](http://videomount.com)), a leading provider of mounting solutions for the security, commercial, CI, residential, and pro audio/video markets, is proud to announce the launch of its new horizontal offset cable lacing bar. Now available, the ERLBAR-RA has an MSRP of \$15.95.

“These space saving lacing bars are a must have for managing your network installation,” said Keith Fulmer, president of VMP. “With numerous lacing slots and a 2-inch offset for added depth and functionality, the ERLBAR-RA is designed to provide important strain relief to your cabling and connections, while also promoting good bend radius to help maintain your data speeds. Help protect your valuable connectivity with this simple and efficient solution from VMP.”

Additional ERLBAR-RA specifications include:



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- Fits standard 19-inch racks
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- Helps eliminate wire clutter
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- Includes 10-32 and 12-24 rack screws
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- Product dimensions (WxHxD): 19in x .87in x 2in
- Product weight: 1 lbs

VMP recently celebrated its 28th year as a leading provider of mounting solutions for the A/V, communication, and security industries.

Please follow VMP for the latest news on LinkedIn and Facebook.

For more information or if you need help choosing the right mount for your application, try the VideoMount™-Finder at [www.videomount.com](http://www.videomount.com) or call toll free 877-281-2169.

#### About Video Mount Products

*Video Mount Products (VMP) is a leading provider of mounting solutions for the A/V, communication and security industries since 1994. VMP products consistently offer the latest designs in safety and flexibility, all at an outstanding value. VMP's product offering continues to grow by adding mounting systems to address growing segments across many markets.*

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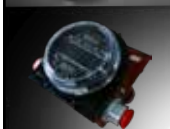
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