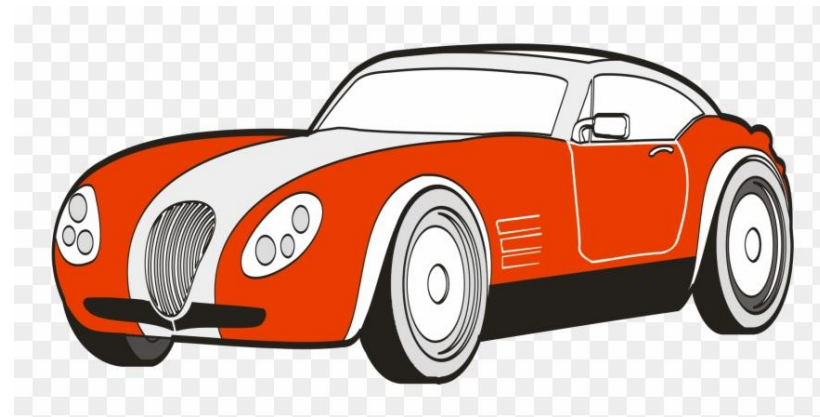


# Dealing with Disruption

Gary Salvador  
Senior Vice President Sales & Marketing  
AMPORTS

# United States Postal Creed

- "Neither snow nor rain nor heat nor gloom of night stays these couriers from the swift completion of their appointed rounds"



We can only imagine what you are willing to go through to deliver these!

# Natural Disasters



Who knows how to stop them?

**BIG OEM**



**BIG TRAIN**



# Supply Chain Partners

**BIG BOAT**

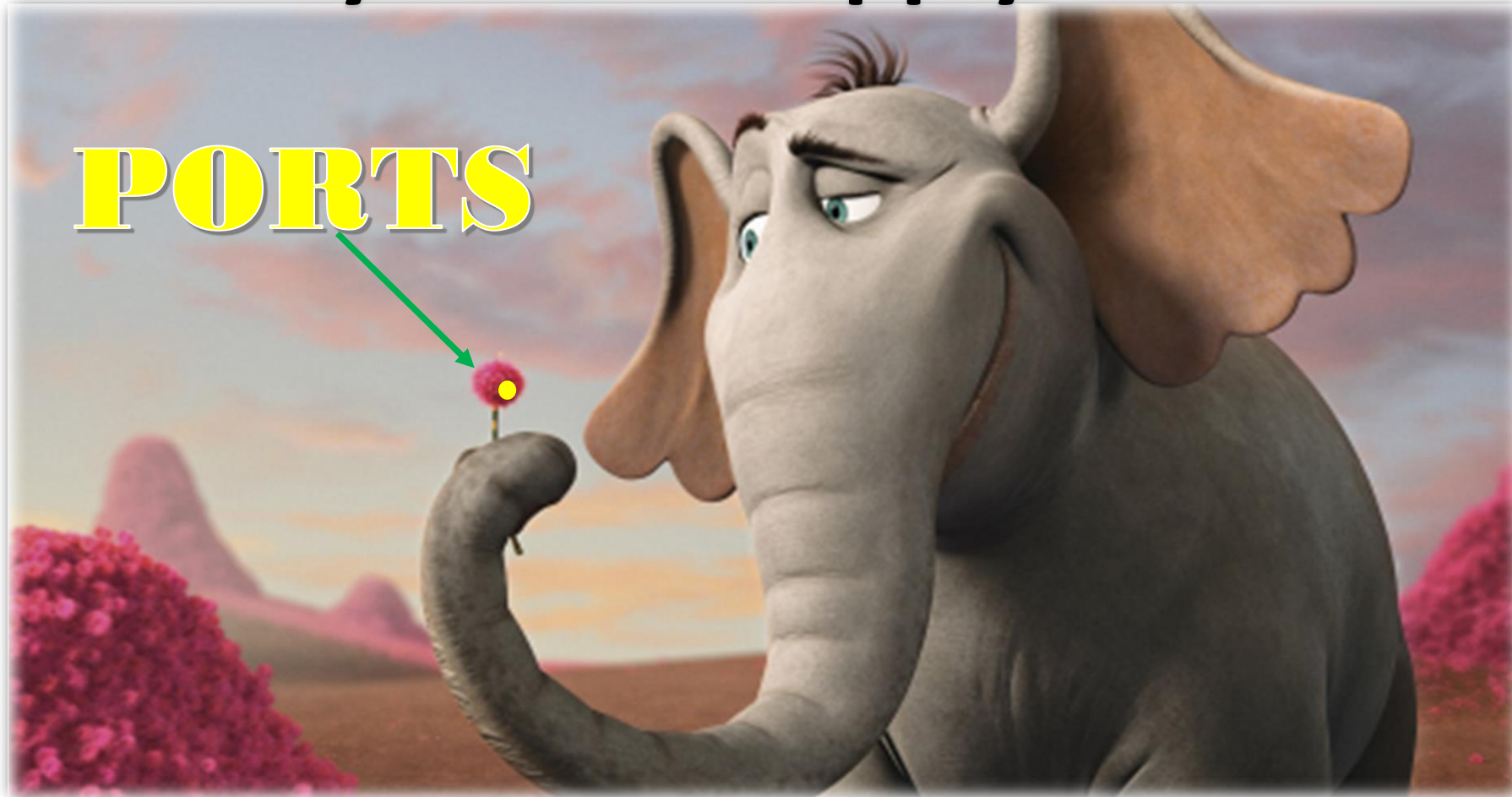


**BIG TRUCK**



**ZOOM  
IN**

# The Little Guys in the Supply Chain – Zoom In



**“We interrupt factory fresh vehicles at shipping ports and work like an extension of the manufacturer making cars safer, prettier, & ready for their markets”**

# ZOOM OUT

Information

Technology

<b>BIG OEM</b> 		<b>BIG TRAIN</b> 
<b>Supply Chain Partners</b>		
<b>BIG BOAT</b> 	<b>BIG TRUCK</b> 	
		<b>zoom in</b>

Data

Innovation



# **We Avoid Disruption by picking the right Supply Chain Partners**

## **NEED**

- **Capacity has value**
- **Flexibility is priceless**

## **MUST HAVE**

- **Quality**
- **Operational Excellence**

# Case Study Ports

	ABC Company	XYZ Company
<b>Security Shack</b>	✓	✓
<b>Acres</b>	✓ (155)	<b>Will lease with award</b>
<b>Car Washes</b>	✓ (3)	0
<b>Body Shop</b>	✓	0
<b>Paint Shop</b>	✓	0
<b>Employees</b>	✓ (220)	1
<b>Rail</b>	✓ (3)	0
<b>Processing Buildings</b>	✓	0
<b>I.T. On-site</b>	✓	0
<b>HD Cameras</b>	✓	0

**Who got the Award?**



# Results

## **80,000 Cars Rejected**

- **6 ports**
- **4 states**
- **Vessel diversions**
- **Millions of truck miles**
- **Extra handling**
- **Disruption**

# **Case Study Natural Disaster - Sandy**

**When the unavoidable happens, partners still make the difference!**

- **Port closure**
- **48 hour notice to setup new operations**
- **Support, instruction, training from alternate port**
- **Capacity, flexibility, operational excellence yield quality outcome**
- **Customer satisfaction**

# Dealing with Disruption Make good choices😊

Thank you,

Gary Salvador

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