



SUPPLY CHAIN RISK MITIGATION STRATEGY

MEMBER: Van Marcke Trade Supply, Phoenix, AZ

FEATURED LEADER:

Heather Hastings
Director of Procurement Operations

CHALLENGE:

Van Marcke Trade Supply's procurement team lacked agility in navigating post-pandemic global supply chain disruptions. Without a plan of action, recurring issues left the team reactive rather than prepared.

SOLUTION:

The MDM Program helped Heather solidify her leadership foundation and apply it toward strategic planning. Her capstone project, **"Supply Chain Risk Mitigation,"** focused on developing a proactive strategy for vendor redundancy and relationship diversification.

LOOKING AHEAD:

Heather is on track to step into the VP of Operations role following her supervisor's retirement. She also aims to deepen her involvement with ASA and her company's buying group.

WHAT MEMBERS ARE SAYING ABOUT THE MDM PROGRAM:

"The ASA MDM Program is a great investment for any emerging leader who wants to build a strong leadership foundation to assist in advancing their career."

Heather Hastings

Director of Procurement Operations

RESULTS:

New Vendor Relationships: Diversified supplier base beyond core plumbing vendors.

Backup Plan in Place: At least one alternate vendor for every stocked material—most with two.

Improved Adaptability: The procurement team can now pivot swiftly amid supply chain disruptions.

Stronger Communication: Changes in management practices helped vendors buy into the new approach.