One Source for Many Solutions.
MRO and Supply Chain Solutions supplier with locations throughout Atlantic Canada, Alberta, Saskatchewan, and Manitoba

- 21 locations
- 450+ employees
- Head Office: Saint John, NB
- 425,000 sq. ft. of warehousing space
- Member of four buying groups, buying power exceeding $1 billion
- Offering 24 hour service, 7 days a week
Source Atlantic has one of the longest business histories in New Brunswick!
In 1867 W.H Thornes opened on the corner of Dock Street and Market Square in Saint John, operating as a wholesaler and a retailer. Throughout the years our business has undergone many changes however our commitment to serve our customers and our community has remained the same!
Source Atlantic Limited is honoured to have been recognized with the prestigious Canada's Best Managed Companies designation. The 2017 Best Managed program recognizes the best-in-class of Canadian-owned and managed companies with revenues over $15 million demonstrating strategy, capability and commitment to achieve sustainable growth.
Our Mission

To provide world class product and service solutions for the Industrial, Government, Commercial and Residential markets, while providing the highest level of customer service.

Source Atlantic is dedicated to:

• Conducting business ethically and safely
• Developing a product and services offering to satisfy our customers’ needs
  • Providing industry expertise through knowledgeable sales associates
• Creating a great work environment and encouraging employee development
  • Continuously improving processes
Our Brands

Source Atlantic
Hydraulics, Rigging & Rubber

Source Atlantic
Power Transmission

Source Atlantic
Naval Marine & Defence

Source Atlantic
Engineering Products & Services

Source Atlantic
Learning Management Solutions

Source Atlantic
Welding Products & Services

Mobile Valve

N.L. Eldridge

BetterBaths
Your Home. Your Style.
Corporate Office

Chesley Drive Saint John, New Brunswick: Head Office, Distribution Center, and Branch

- Sales, service, warehousing and manufacturing
- 115 employees
- 170,000 square feet
- Operating from facility since 1950’s
Source Atlantic Evolution

1980
Buy & Sell
- Industrial
- Plumbing
- Heating
- Electrical
- Retail supplier

1995
Services
- Motor rewind
- Valve repair
- Rigging
- Rubber

2000
Solutions Growth
- CribMaster Partnership
- Seacontainer Store
- Vending Machines
- VMI
- Integrated Supply

2006
Quality
- Lean
- ISO 9001:2000

2011
Growth
- Acquisition Moore Industrial
- Top CEO
- Newfoundland
- Contracts team

Acquisition, ERP
- Schooner Industrial
- Epicor P21 ERP
- LMS
- Texas A&M
Account Management Structure

- Customer
- SA Account Manager
- Single Source Supplier

SOURCE ATLANTIC TECHNICAL SPECIALISTS
- Rotating Equipment Specialist
- Power Transmission Specialist
- Hydraulics, Rigging & Rubber Specialist
- Specialty Valves Specialist
- Pipes, Valves, Fittings Specialist
- Electrical & Energy Solutions Specialist
- Welding Supply and Service Specialist
- Learning Management Solutions Specialist
- Metal Cutting & Fabrication
Source Atlantic Strategic Priorities

Alignment in Action

Educate the Team
- Learning Management System
- Profiles, competencies, courses to close the gaps
- Training hours per employee targets in development

Embrace Solutions

Improve Execution
- Supply chain improvement plan
- Branch scorecarding
- ISO, process improvement
- Best-in-class ERP with Epicor
We Can Improve Your Supply Channel

**People**
- Continuous Learning
- Teamwork
- Empowerment

**Technology**
- Mobility
- Analytics
- Ecommerce

**Solutions**
- More products and services
- Standard processes, documented
- Best practices
- Engineering and design

**Innovation**
- Problem solving
- Sense, predict, act

**CUSTOMER**

**TECHNOLOGY**

**PEOPLE**

**SOLUTIONS**

**INNOVATION**
Capabilities Overview

- Industrial and Safety
- Welding
- Electrical
- Pipes, Valves and Fittings
- Bearings and Power Transmission
- Hydraulics
- Rigging
- Industrial Rubber
- Specialty Valves
- Electro-Mechanical Rotating Equipment
- Plumbing and Heating
- Metal Cutting and Fabrication
Product Offering

- Industrial Supplies, Safety & Tooling
- Electrical Products, Transformers, Switch Gears, MCC’s
- Pipes, Valves, Fittings, Gaskets, Studs
- Plumbing & Heating
- Specialty Valves, Actuators & Instrumentation
- Bearings, Seals & Power Transmission
- Motors & Compressors
- Conveyor Belt, Hose & Hydraulics
- Rigging
- Welding
- Generators
- Filtration

Source Atlantic
Service Offering

Electric Motor Repair & Rewind

Industrial & Commercial Power Generation

Valve Automation, Testing & Repair

Vibration Analysis & Laser Alignment

Sling Inspections, Testing & Repair

Conveyor Belt Installation & Repair

Custom Stud Cutting

On-site Electrical Trouble-shooting, VFD start-up & repair

Welding

Compressor Repair & Air Audits

Energy Audits & Assessments

Infrared Thermography
Some of Our Suppliers

- LG
- 3M
- camfil
- vilco
- SEW EURODRIVE
- DOOSAN
- DEVOE HIGH PERFORMANCE COATINGS
- A.R. Thomson Group
- Lakeland
- JET
- Honeywell
- IR Ingersoll Rand
- SANDVIK Coromant
- TECO Westinghouse
- PIONEER
- GETS
- Milwaukee
- TEMPSTAR
- Ansell
- ENERPAC
- Blue Seal
- KOHLER
- WALTER
- FLIR
- Continental
- GENERAC
- WASIP
- IPEX
Industrial Supplies
- Abrasives & Cutting Tools
- Caulking
- Chemicals & Lubricants
- Filtration
- Fire Equipment
- Welding Supplies & Equipment
- Fasteners
- Hand, Power, Hydraulic, Air Tooling
- Shop Supplies
- Vacuums

Jan-San Supplies
- Cleaning Supplies
- Dust Collection

Safety Supplies and Apparel
- Safety & Protective Apparel
- Footwear
- Survival Clothing
- FR and Chemical Clothing
- Head, Eye, Face, Hearing
- Hand Protection
- Fall Protection
- First Aid
- Respirators
- Tags & Labels

Material Handling Supplies
- Chain, Wire & Rope
- Ladders
- Storage & Handling Equipment
- Winches & Hoists
Metal Cutting and Fabrication Line Card

Products
- Carbide
- Cutting Tools
- Storage Equipment
- Lubricants & Coolants
- Machines
- Measuring
- Workholding
- Fasteners
Welding Line Card

Equipment
- Welders
- Oxy Fuel Cutting & Brazing Apparatus
- Bevellers & Positioner
- Automation Solutions
- Fume Extraction

Accessories
- Mig & Tig & Accessories
- Electrodes & Wires
- Specialty Alloys
- Gouging & Exothermic Cutting
- Brazing & Soldering Alloys
Electrical Line Card

Products
- Conduit & Fittings
- Transformers
- Switch Gear, MCC’s
- Wire & Cable
- Lighting
- Generators
- Infrared Cameras
- Motor Control
- Distribution
- Enclosures

Services
- Lighting and Fuse Audits
- Lighting Retrofits
- Infrared Thermography
- Electrical Testing & Maintenance
- Construction & Maintenance of HV Equipment
- HV Transformer Installation, Testing & Maintenance
- Removal of PCB Materials
- Emergency Power Restoration
Pipes, Valves, Fittings Line Card

Products
• Pipe, Valves, Fittings
• Jointing Materials
• Gate, Globe and Check Valves
• Ball and Butterfly Valves
• Steam Traps

Services
• Expediting
• Custom Stud Cutting
Plumbing & Heating Line Card

Products

- Bath Fixtures
- Boilers, Burners, & Parts
- Fittings
- Pressure Gauges & Thermometers
- Pumps & Well Accessories
- Tanks
- Water Filters & Purification
- Water Heaters

Services

- Commercial Estimating Team
- HVAC Design
Bearings and Power Transmission Line Card

Products

- Bearings
- Gear Reducers
- Chain, V-belts & HTD Drives
- Sheaves, Sprockets, & Shaft Couplings
- Sealing Products
- Environmental Spill Products
Engineered Products and Services Line Card

**Electro-Mechanical Equipment**

- AC/DC Motors
- Synchronous Motors
- Transformers
- Variable Frequency Drives/Soft Starts
  - Generators
  - Welders
- Pumps
- Compressors
- Mixers
- Blowers
- Gear Boxes

**Services**

- Electric Motor Rewind and Repair
- DC Motor Repair and Load Testing (up to 1200 HP)
- Synchronous Rotor Rewind
- VFD Commissioning and Troubleshooting
- Vibration Analysis and Balancing
- Laser Alignment
- Thermal Imaging
- Compressed Air Audits
- Compressor Maintenance
- Generator Service, Repair and Load Banking (up to 2 MW)
- Blue Seal Pump Coating
- On-Site Service for Maintenance Shutdowns
- Welding Machine and Cutting Table Repairs
Hydraulic & Industrial Rubber Line Card

Products

- Conveyor Belt- Heavy Weight
- Conveyor Belt- Light Weight
- Conveyor Accessories
- Sheet Rubber
- Industrial Hose & Fittings
- Hydraulic Hose & Fittings
- Forestry Fire Fighting Equipment

Services

- Conveyor Belt Installation and Repairs
- Hot, Cold and Mechanical Belt Splicing
- Conveyor Belt System Trouble-Shooting and Monitoring
- Pulley Lagging
- Preventative Maintenance Consulting
- Industrial/Hydraulic Hose Assembling, Testing and Repairing
- Tank Lining and Inspecting
Specialty Valves Line Card

Products
- Steam Traps
- Safety Relief Valves
- Y-Pattern Boiler Service Globe Valves
- De-superheaters/Steam Conditioning
- Pressure/Temperature Gauges
- Tube Bundles & Enclosures
- Solenoid Valves
- Actuators: pneumatic, hydraulic, electric
- Isolation (Multi-Turn & Quarter Turn) & Control Valves
- Air Filters

Services
- Safety relief valve build, certify and repair
- Isolation valve repair and automation
- Control valve repair and calibration
- Hydro-testing
- In-house milling machining capabilities
- Pressure gauge calibration certification
- Stream trap surveys and testing
- Valve population management
Naval Marine & Defence

Complete Valve Support & Management Services from Coast to Coast to Coast!

Our Services
- Valve project management
- OEM technical service
- Valve engineering
- Warehouse management of spares
- Valve engineering consultation
- Valve actuation
- IRB management
- Valve supply
- Valve overhaul
- FSR capabilities

Our Certifications
Mobile Valve maintains various quality assurance certifications including both 1st level and non-1st level applications
Business Solutions

VENDING
MOBILE STORE
VENDOR MANAGED INVENTORY
PROCUREMENT CARD

MOBILE APP
POINT OF USE UNIT
WAREHOUSE DESIGN
SUPPLY CHAIN MAPPING
E-COMMERCE
CUSTOM CATALOGUES
ASSET MANAGEMENT
RFID
Business Solutions

- Reduction of MRO costs
- Reduction/consolidation of supplier base
- Reduction/consolidation of Inventory
- Elimination of redundancies
- Increase in process efficiencies
Supply Chain Mapping

Helping Reduce Total Cost of Ownership

• Analysis to reduce:
  ▪ Inventory interest
  ▪ Handling costs
  ▪ Damage
  ▪ Slow & obsolete inventory
  ▪ Processing time

• Improve warehouse design, processes, productivity and inventory management techniques – directly improving your total cost of ownership and productivity

• Eliminate supply chain redundancies, such as inventory and supplier consolidation

• Identify and measure key process indicators
E-Vending

Source Atlantic’s E-Vending Solution uses a robust inventory control system designed to help optimize your company’s processes, minimize waste, and realize savings opportunities

• Reduces your inventory usage by 20-30% and achieves your inventory management goals by:
  ▪ Automatically tracking usage
  ▪ Requesting replenishment
  ▪ Eliminating manual cycle counts
  ▪ Eliminating purchase order generation

• Web login for reporting capabilities and tracking visibility

• Reduction in accounts payable volume with monthly summarized billing

• Option of Customer or Source Atlantic Managed I.T.
Vendor Managed Inventory

Storeroom Inventory Ordering
Use the Point of Use barcode scanner or the Mobile app to order inventory and reduce your overall receiving, stocking, stock-out, carrying and procurement costs.

VMI Solution Includes:
• Custom product list and min/max quantities
• Monthly inventory usage reports
• Option to have a Source Atlantic Solution Technician replenish inventory directly to your storeroom shelf
On-site Project Inventory Storage and Replenishment
A Source Atlantic Technician orders and replenishes inventory directly to the sea can shelf—preventing stock outs and eliminating your daily procurement tasks.

Mobile Store Solution Includes:
• Retrofitted sea can with shelving, product barcode labels and lighting
• Custom product list and min/max quantities
• Monthly inventory usage reports
• Min/max review throughout the project
Mobile Store

Available in various sizes including 20’, 40’
Procurement Card

Your “Source Card”
Helping you track and control!

- Pre-approved transaction and credit levels make payment easy and fast
- Maintain control of your project costs with detailed and customizable monthly statements
- Reduce administrative costs by as much as 75%
- No monthly or annual fees
- Maintain procurement controls when traditional purchase order processes are difficult to follow with 24/7 after hour service
Learning Management Solutions

The Source Atlantic Learning Management Solution improves **employee learning while positively impacting your bottom line.**

- It is a single source of information for managers, employees and HR administrators capable of tracking employee learning.
- Cloud based – use anytime, anywhere
- All learning activities & data in a single secure environment
- Easy to use for both employees & management
- Track all learning activities
Distribution Branches

Source Atlantic Mount Pearl
Source Atlantic Dartmouth
Source Atlantic Sydney
Source Atlantic Dartmouth
Distribution Branches

Source Atlantic Halifax

Source Atlantic, Moncton

Source Atlantic Saint John

Source Atlantic Sussex
Distribution Branches

Source Atlantic, Saint John
Welding Products & Services, Saint John
Moore Industrial, Winnipeg
Moore Industrial, Saskatoon
Service Branches

Hydraulics, Rigging & Rubber Saint John

Engineered Products & Services Saint John
Service Branches

Mobile Valve and Naval Marine & Defence Mount Uniacke

Engineered Products & Services Truro
Service Branches

Mobile Valve Tracy
Thank You!

Source Atlantic