



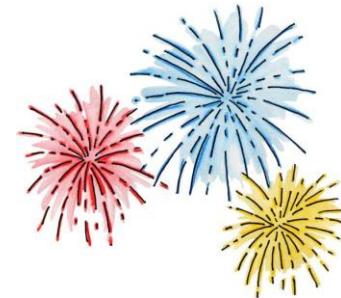
*One Source for Many Solutions.*

# Source Atlantic Overview



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. Thorne's 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!

# One of Canada's Best Managed Companies

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**

- Saint John
- Moncton
- Bathurst
- Halifax
- Dartmouth
- Sydney
- Charlottetown
- Mount Pearl

**Power  
Transmission**

- Saint John
- Sussex
- Truro

**N.L. Eldridge**

- Saint John
- Mount Uniacke

**Mobile Valve**

- Tracy
- Mount Uniacke

**Hydraulics,  
Rigging & Rubber**

- Saint John
- Dartmouth

**Engineered Products  
& Services**

- Saint John
- Truro

**Welding  
Products  
& Services**

- Saint John
- Dartmouth

**Better Baths**

- Halifax

**Moore Industrial**

- Winnipeg
- Saskatoon
- Regina
- Edmonton
- Calgary



# 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



## Services

- Motor rewind
- Valve repair
- Rigging
- Rubber

**1995**



**2000**

## Solutions Growth

- CribMaster Partnership
- Seacontainer Store
- Vending Machines
- VMI
- Integrated Supply



## Quality

- Lean
- ISO 9001:2000

**2006**



**2011**

## Acquisition, ERP

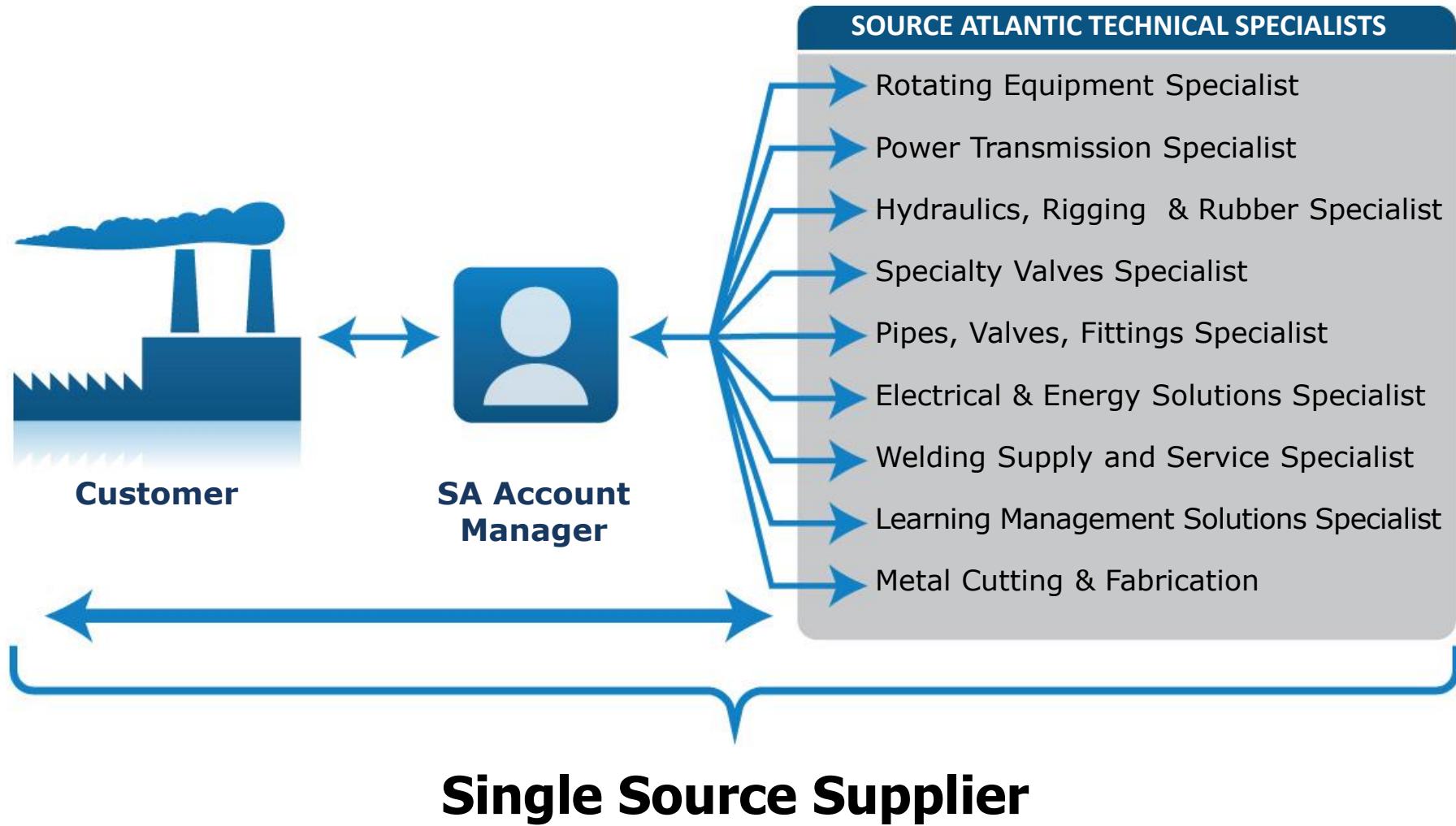
- Schooner Industrial
- Epicor P21 ERP
- LMS
- Texas A&M



## Growth

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

# Account Management Structure



# Source Atlantic Strategic Priorities



## Educate the Team

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

## Embrace Solutions

Source	Stock	Store	Sell	Ship	Supply Chain Management	Support
						

## Improve Execution

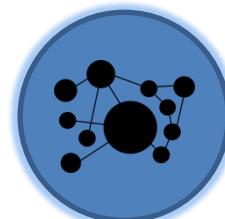
- Supply chain improvement plan
- Branch scorecarding
- ISO, process improvement
- Best-in-class ERP with Epicor

# We Can Improve Your Supply Channel



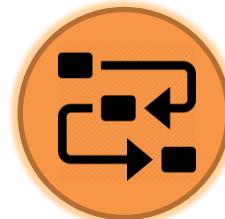
## People

Continuous Learning  
Teamwork  
Empowerment



## Technology

Mobility  
Analytics  
Ecommerce



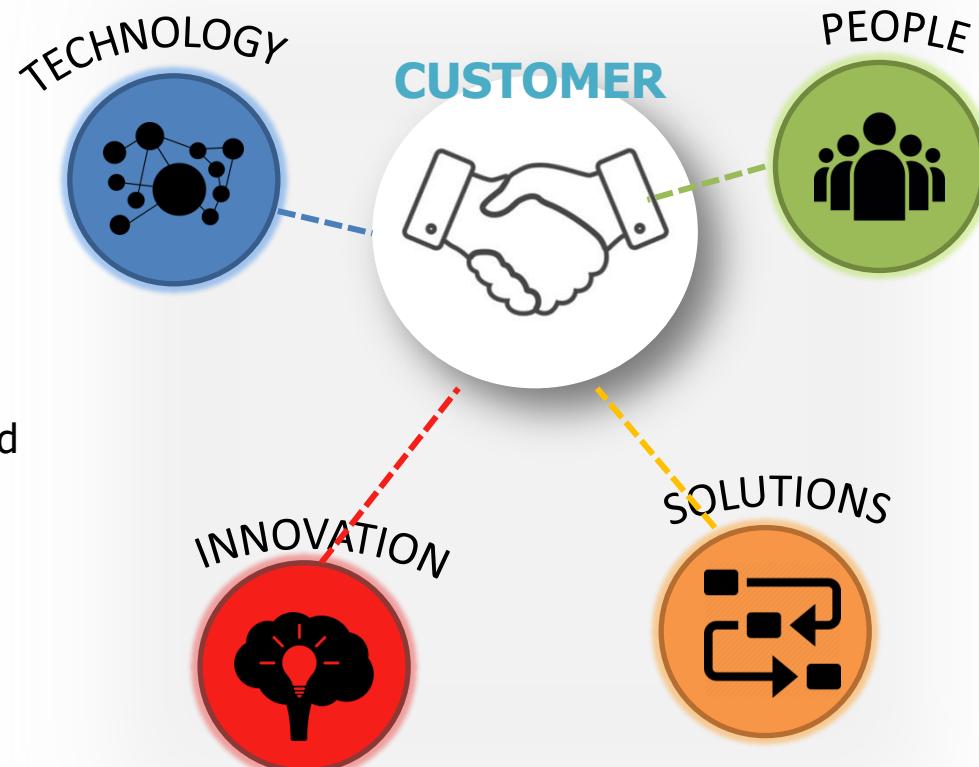
## Solutions

More products and services  
Standard processes, documented best practices  
Engineering and design



## Innovation

Problem solving  
Sense, predict, act



# Capabilities Overview



## Products



## Services



## Business Solutions



## Training and Education

- Industrial and Safety Fittings
- 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



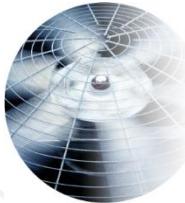
Industrial Supplies,  
Safety & Tooling



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



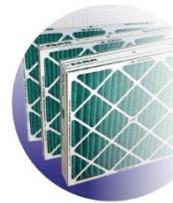
Rigging



Welding



Generators



Filtration

# Service Offering



Electric Motor  
Repair & Rewind



Sling Inspections,  
Testing & Repair



Welding



Industrial &  
Commercial Power  
Generation



Conveyor Belt  
Installation & Repair



Compressor  
Repair & Air Audits



Valve Automation,  
Testing & Repair



Custom Stud  
Cutting



Energy Audits  
& Assessments



Vibration Analysis  
& Laser Alignment



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



Infrared  
Thermography

# Some of Our Suppliers



# Industrial Line Card



## Industrial Supplies

- Abrasives & Cutting Tools
- Caulking
- Chemicals & Lubricants
- Filtration
- Fire Equipment
- Welding Supplies & Equipment
- Fasteners
- Hand, Power, Hydraulic, Air Tooling
- Shop Supplies
- Vacuums

## Material Handling Supplies

- Chain, Wire & Rope
- Ladders
- Storage & Handling Equipment
- Winches & Hoists

## 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

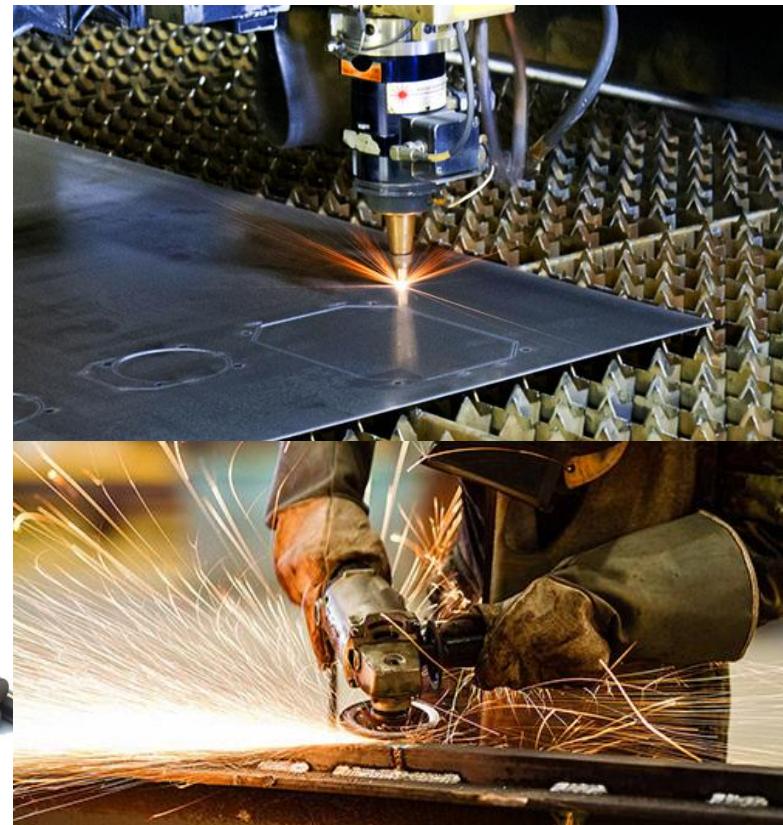


# Metal Cutting and Fabrication Line Card



## Products

- Carbide
- Cutting Tools
- Storage Equipment
- Lubricants & Coolants
- Machines
- Measuring
- Workholding
- Fasteners



**MOORE**  
INDUSTRIAL

A DIVISION OF | **SOURCE**  
**ATLANTIC**

# 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



**N.L. ELDRIDGE**  
A DIVISION OF | SOURCE ATLANTIC

 **MOBILE VALVE**  
A DIVISION OF | SOURCE ATLANTIC

# 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 1<sup>st</sup> level and non-1<sup>st</sup> level applications



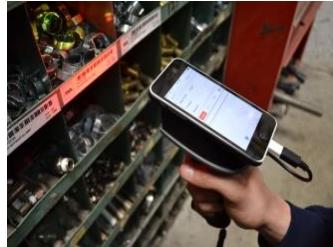
# Business Solutions



# VENDING



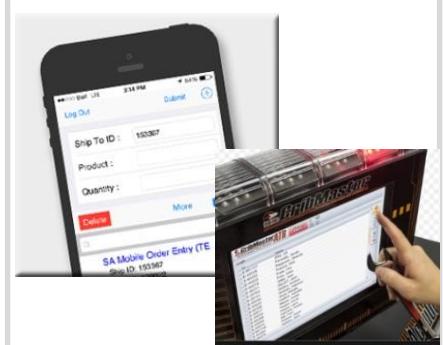
## MOBILE STORE



# **VENDOR MANAGED INVENTORY**



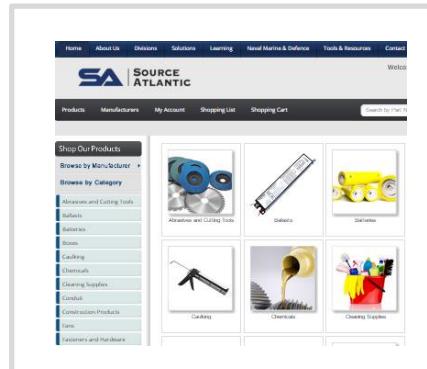
## PROCUREMENT CARD



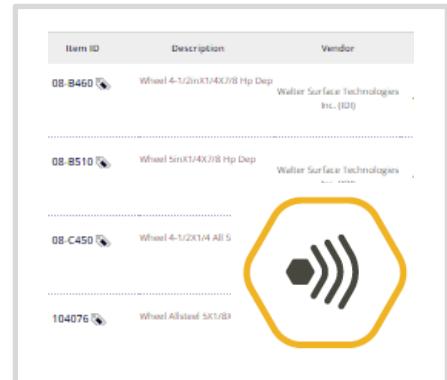
# MOBILE APP POINT OF USE UNIT



# WAREHOUSE DESIGN SUPPLY CHAIN MAPPING



## E-COMMERCE CUSTOM CATALOGUES



# ASSET MANAGEMENT RFID

# Business Solutions



Reduction of MRO costs

Reduction/consolidation of  
supplier base

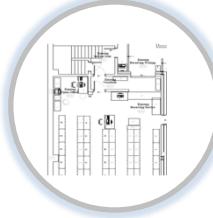
Reduction/consolidation of  
Inventory



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



# Mobile Store

## 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



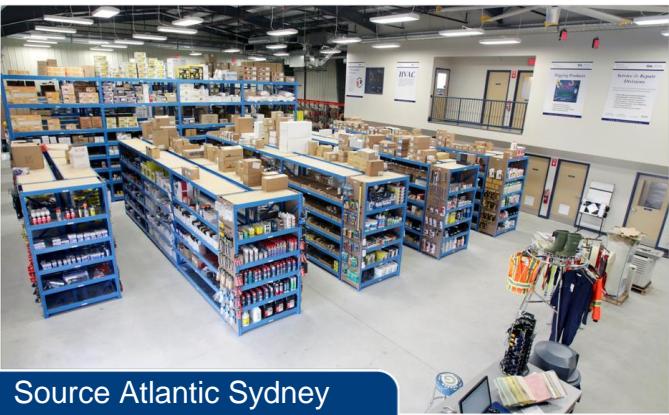
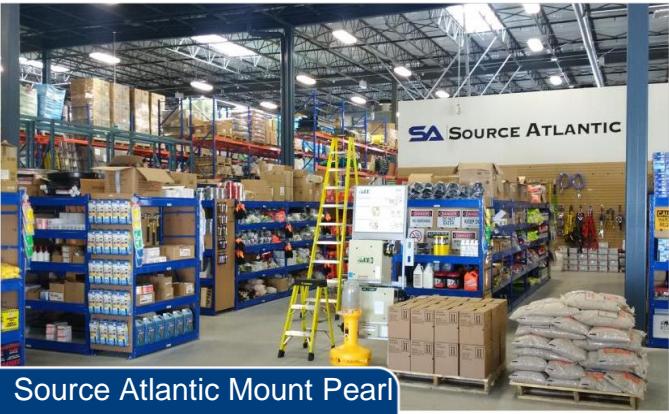
# Learning Management Solutions

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

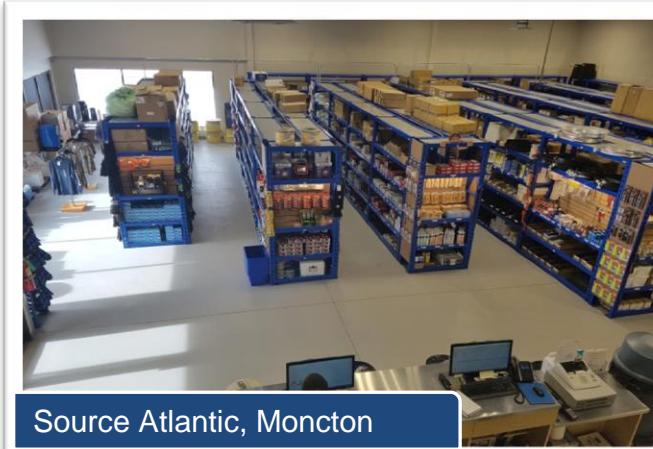
- It is a single source of information for managers, employees and HR administrators capable of tracking employee learning.
- Cloud based – use anytime, anywhere
- All learning activities & data in a single secure environment
- Easy to use for both employees & management
- Track all learning activities



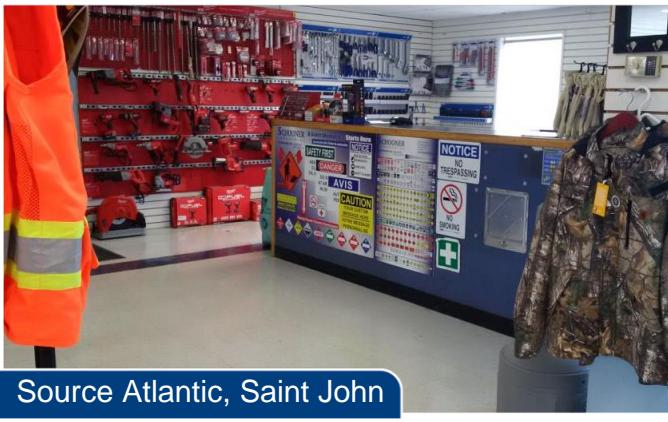
# Distribution Branches



# Distribution Branches

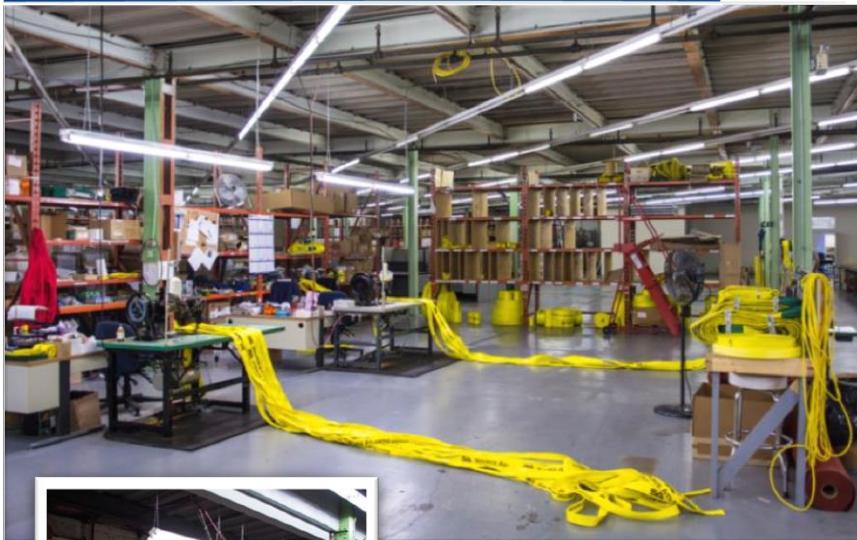


# Distribution Branches



# Service Branches

Hydraulics, Rigging & Rubber Saint John



Engineered Products & Services Saint John



# Service Branches



# Service Branches

Mobile Valve Tracy



# Our Customers



National  
Defence  
Défense  
nationale



**JACOBS**

**Canaport**  
LNG,  
Clean. Safe. Energy.



**ACCON**



**ExxonMobil**



**Énergie NB Power**



**Facilicorp**  
NB



**sherritt**



**LOCKERBIE & HOLE**

# Thank You!

