



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 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!

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**

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



**SOURCE
ATLANTIC**

www.sourceatlantic.ca

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



Services

- Motor rewind
- Valve repair
- Rigging
- Rubber



Quality

- Lean
- ISO 9001:2000



Growth

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

1995

2006

2016

1980

Buy & Sell

- Industrial
- Plumbing
- Heating
- Electrical
- Retail supplier



2000

Solutions Growth

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



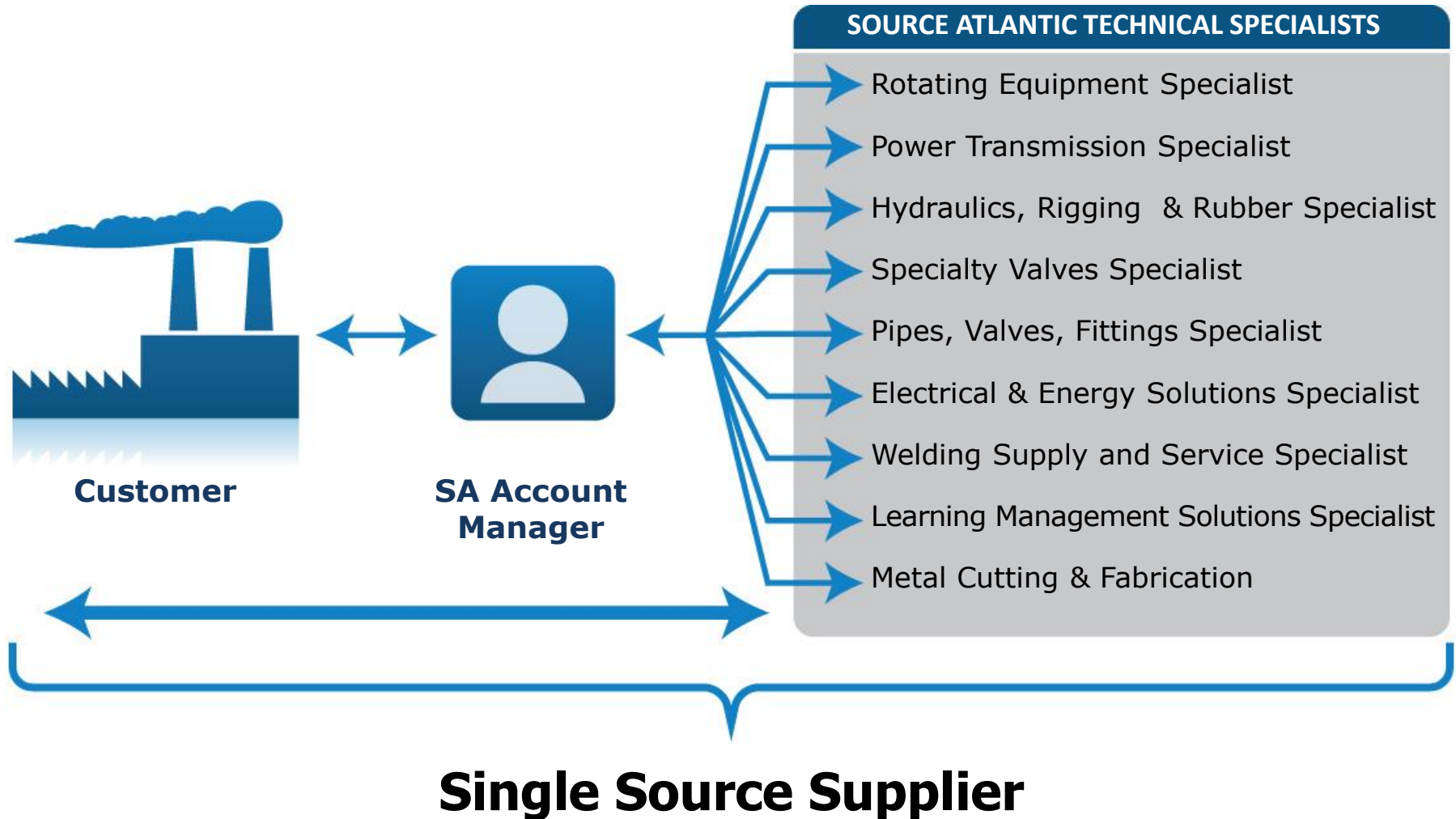
2011

Acquisition, ERP

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



Account Management Structure



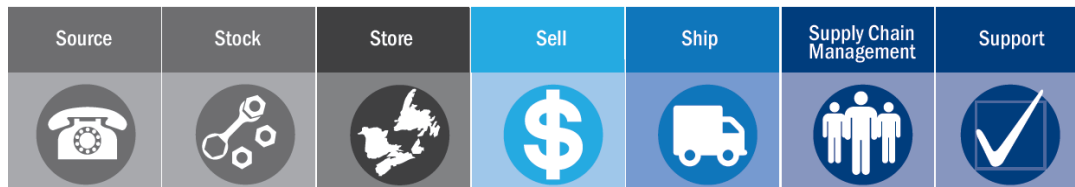
Source Atlantic Strategic Priorities



Educate the Team

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

Embrace Solutions



Improve Execution

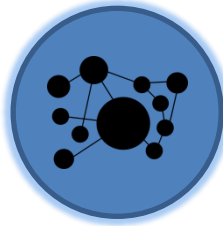
- Supply chain improvement plan
- Branch scorecarding
- ISO, process improvement
- Best-in-class ERP with Epicor

We Can Improve Your Supply Channel



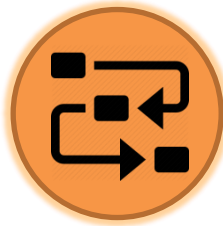
People

Continuous Learning
Teamwork
Empowerment



Technology

Mobility
Analytics
Ecommerce



Solutions

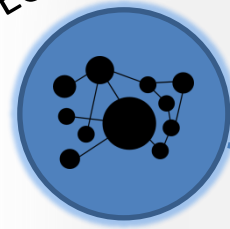
More products and services
Standard processes, documented
best practices
Engineering and design



Innovation

Problem solving
Sense, predict, act

TECHNOLOGY



CUSTOMER



PEOPLE



INNOVATION



SOLUTIONS



Capabilities Overview



Products



Services



**Business
Solutions**



**Training
and
Education**

- 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

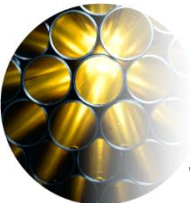
Product Offering



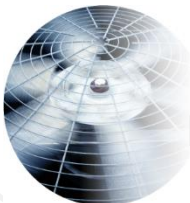
Industrial Supplies,
Safety & Tooling



Electrical Products,
Transformers, Switch
Gears, MCC's



Pipes, Valves,
Fittings, Gaskets,
Studs



Plumbing &
Heating



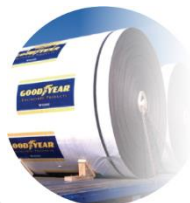
Specialty Valves,
Actuators &
Instrumentation



Bearings, Seals &
Power
Transmission



Motors &
Compressors



Conveyor Belt, Hose
& Hydraulics



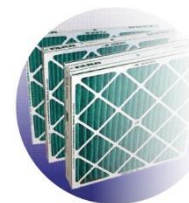
Rigging



Welding



Generators



Filtration

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



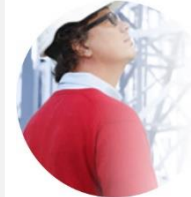
On-site Electrical
Trouble-shooting,
VFD start-up &
repair



Welding



Compressor
Repair & Air Audits



Energy Audits
& Assessments



Infrared
Thermography

Some of Our Suppliers



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

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

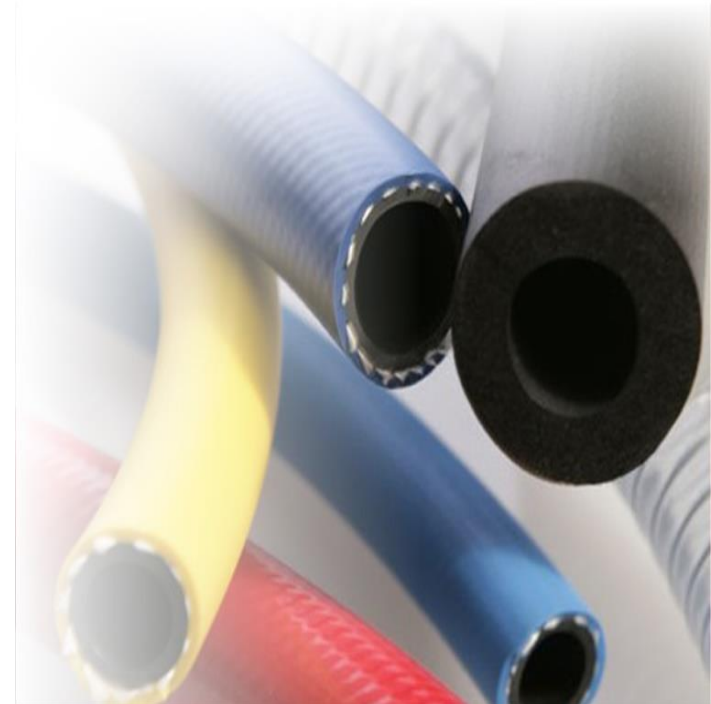


Products

- 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
- Steam trap surveys and testing
- Valve population management

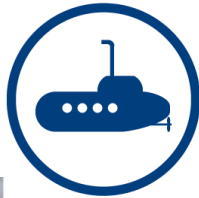


N.L. ELDRIDGE
A DIVISION OF **SOURCE ATLANTIC**

 **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 1st level and non-1st level applications



Business Solutions



VENDING



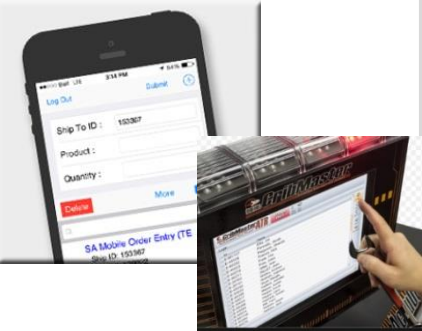
MOBILE STORE



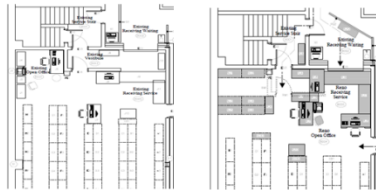
**VENDOR MANAGED
INVENTORY**



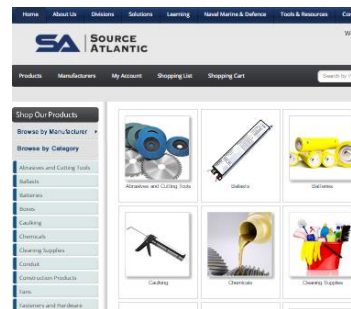
PROCUREMENT CARD



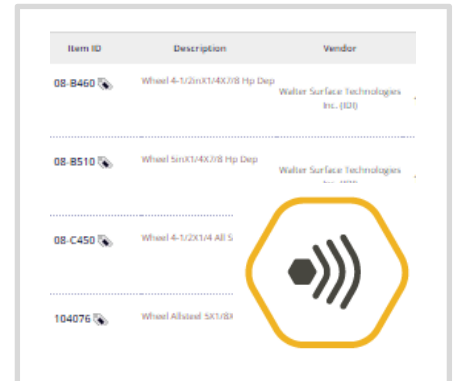
**MOBILE APP
POINT OF USE UNIT**



**WAREHOUSE DESIGN
SUPPLY CHAIN
MAPPING**



**E-COMMERCE
CUSTOM CATALOGUES**



**ASSET MANAGEMENT
RFID**

Business Solutions

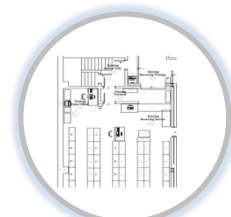
Reduction of MRO costs

Reduction/consolidation of
supplier base

Reduction/consolidation of
Inventory

Elimination of redundancies

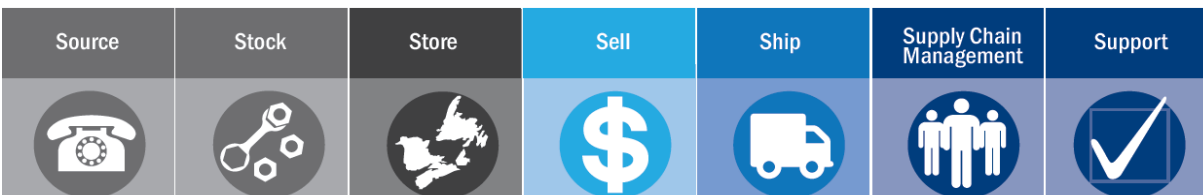
Increase in process
efficiencies



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



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!

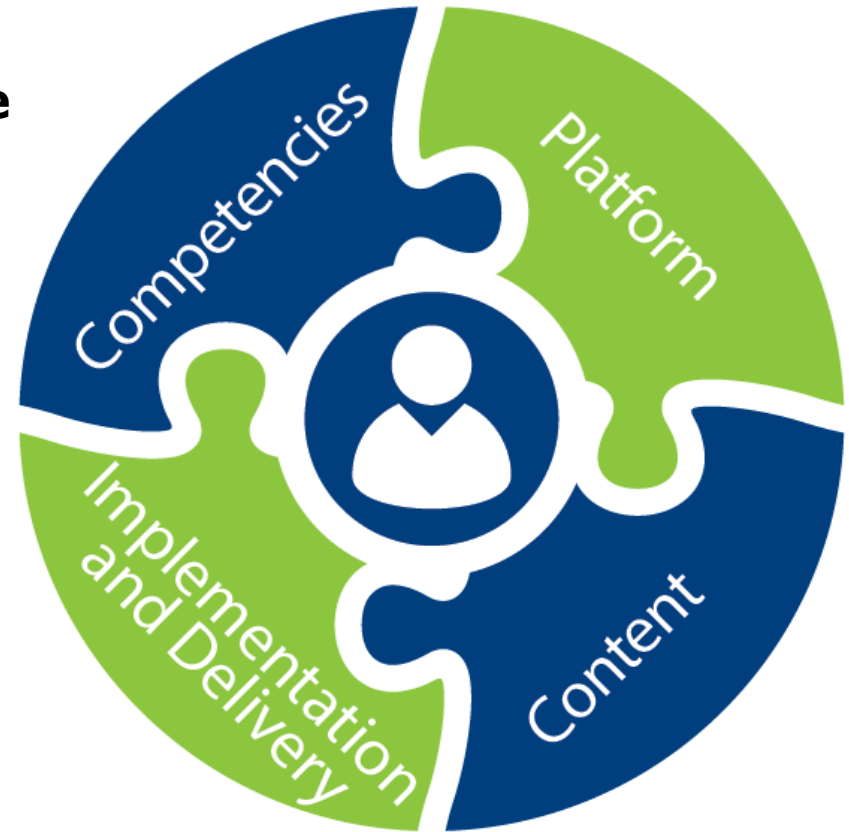
- Pre-approved transaction and credit levels make payment easy and fast
- Maintain control of your project costs with detailed and customizable monthly statements
- Reduce administrative costs by as much as 75%
- No monthly or annual fees
- Maintain procurement controls when traditional purchase order 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



Source Atlantic Halifax



Source Atlantic, Moncton



Source Atlantic Saint John



Source Atlantic Sussex

Distribution Branches



Source Atlantic, Saint John



Welding Products & Services, Saint John



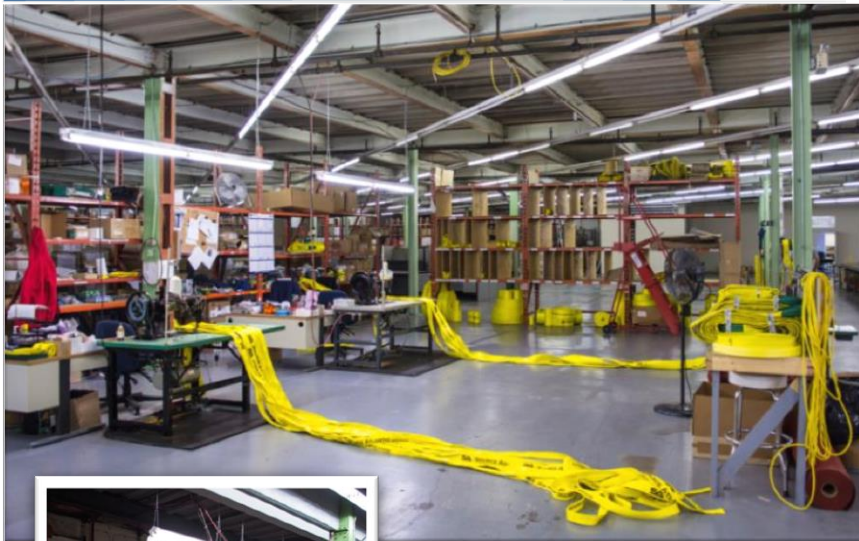
Moore Industrial, Winnipeg



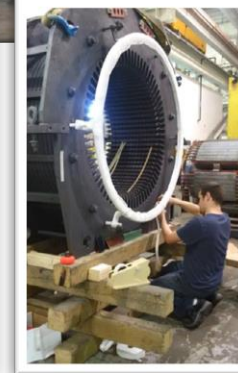
Moore Industrial, Saskatoon

Service Branches

Hydraulics, Rigging & Rubber Saint John

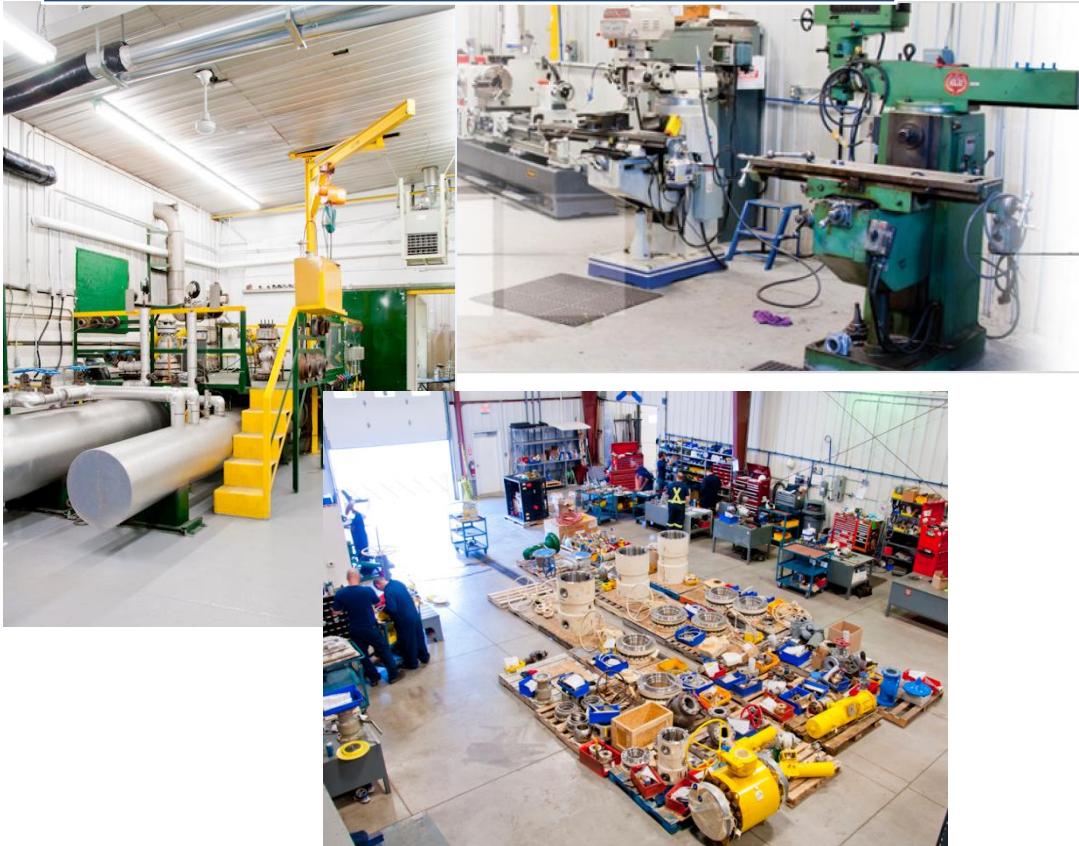


Engineered Products & Services Saint John



Service Branches

Mobile Valve and Naval Marine & Defence Mount Uniacke



Engineered Products & Services Truro



Service Branches

Mobile Valve Tracy



Our Customers



Thank You!

