

Case Study

Let management spend time where it matters most: LOMA Inc.



The Company: LOMA

LOMA Construction Inc. was formed in 2011 by merging two separate mechanical companies from Saint John, New Brunswick, Canada. Lorneville Mechanical & Master Mechanical came together to form one company to capitalize on their expertise and pursue a large project in Newfoundland, Canada. LOMA is a leader in providing value added construction and fabrication services where safety, leadership, quality, and trust are unalterable values.

LOMA took its expertise to Long Harbour, Newfoundland for a contract in the construction of a new nickel processing plant located 95 kilometers west of St. John's, Newfoundland. LOMA was awarded the contract by KBAC Constructors to assist with construction on site at the processing plant. With a project budget of \$3 billion dollars, the project is expected to generate approximately 5,750 person-years of employment during construction and employ 475 people once completed.

"With Source looking after our constant demands for more products, management can concentrate on real issues. In turn, both parties are successful which leads to future sales."

— Reg Doyle,
Piping Superintendent
LOMA Construction Inc.

The Challenge

Without a local facility in Newfoundland, LOMA required a secure supply chain solution to manage their tools and consumables for this remote project. In addition to storage, LOMA needed to order inventory and also manage, store, and track the rebuys to ensure they always had supplies on hand. The LOMA companies pride themselves on exceeding productivity expectations, so having the tools and consumables readily accessible 24/7 was essential.



The Solution

Source Atlantic proposed a mobile store supply chain management solution – a fully-stocked, retrofitted (i.e.: insulated, heated) software-managed mobile container to house, issue, and receive product. This mobile store was strategically placed on the Vale Inco. site to ensure 24/7 access. Items are distributed over the "issue counter" using CribMaster's Tool Crib vending software, where employee, date, and item details are logged. LOMA is invoiced monthly for only those products used, triggering Source Atlantic to issue a replenishment shipment to the container. Source Atlantic continuously works with LOMA staff to improve this process. Initially there were 200 items; however, as employee and project needs changed, the item count was adjusted to 300 stocked items. The container serves over 150 employees with unlimited daily transaction volume.

"Great system, once min/max is set it runs by itself, takes an otherwise daily time consuming task off our hands."

— Bob MacLean,
Master Mechanical Ltd.

The Evaluation

Source Atlantic's Supply Chain Solutions for LOMA have been a huge success. LOMA management doesn't have the stress of inventory control or purchasing, giving them the opportunity to focus on the task. LOMA management has also pointed out that there is opportunity to sell these products to other contractors on site as well, the demand is there. Work order numbers could easily be tracked for ease of cost management, adding even more value to this solution.

"It's like bringing a hardware store with you wherever you go, with stock that never runs out!"

— Danny Marr,
Procurement at
Lorneville Mechanical
Contractors Ltd.

Could your company capitalize on a mobile store with inventory management capabilities, or perhaps one of the two? Contact us to learn about our many solutions capabilities. From analyzing your entire process to implementation and on-site set up, Source Atlantic has a broad spectrum of supply chain solution capabilities.

Call us at 1.888.846.7637 or visit us online www.sourceatlantic.ca to learn more.

Supply Chain Management Solutions



Supply Chain Analysis

Source Atlantic's extensive knowledge and experience, across many different industries, positions us as experts in supply chain analysis. Our solutions team will work with you to understand the current state of your business, identify the opportunities for improvement and design a future state. From there we can help implement changes, monitor the improvements and make any necessary adjustments.



Automated Inventory Management

Source Atlantic's automated inventory control solution uses a state-of-the-art, robust inventory control system designed to help optimize your company's processes, minimize waste, and realize savings opportunities.



Vendor Managed Inventory (VMI)

Our Vendor Managed Inventory Program (VMI) will help you manage your low-value, high-turning stock items by having a Source Atlantic representative go to your business and replenish your stock. Through a continuous improvement strategy we will reduce: receiving, stocking, stock-outs, carrying costs and procurement costs.



Mobile Store

The Source Atlantic Mobile Store brings a fully stocked, customized container right to your job site. This solution has been designed to reduce operating costs and minimize down time waiting for deliveries and off-site pick-ups.



Source Card

The Source Card offers you a faster alternative for purchasing goods and services. With pre-approved transaction and credit levels, simply place your order. Multiple buyers making frequent transactions can apply a job reference number at purchase. Each month your company will receive a statement showing, by cardholder, their transactions and respective job reference numbers.

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