

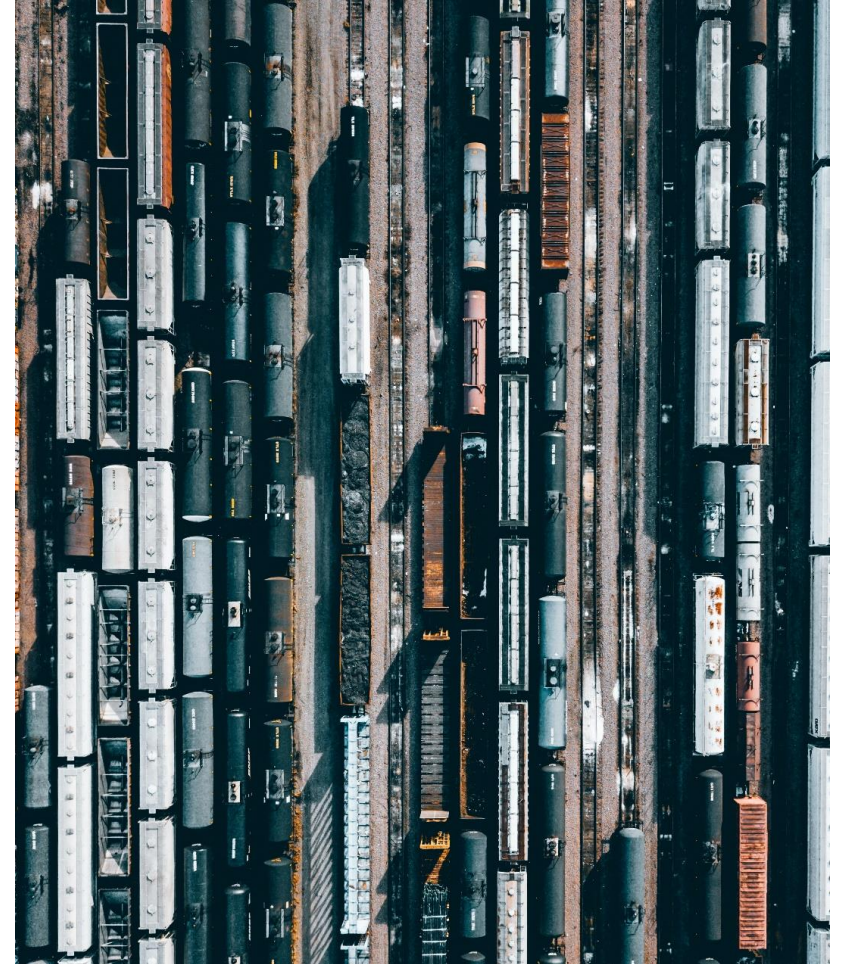


Montreal, Canada
Canadian Head Office



What We Do

- Leader in the distribution of products to the Canadian railway and industrial markets, the most diversified Canadian distributor covering the four main areas of railway activities, i.e. maintenance of way, locomotive, car and signaling.
- We Supply
 - Track Maintenance Tools & Components
 - Locomotive Parts
 - Car Parts
 - Transit Components
 - Industrial Market – Specialized Abrasives





Davanac History

- 1920 Davanac is founded.
- 1976 Davanac is acquired by Unity Railway Supply (part of Railway Supply Group).
- 2000 Davanac acquires Abra-Mac, Montreal based technical abrasive distributor active in the automotive and aerospace markets.
- 2002 Davanac takes ownership of Toggle-Lock brand of gravity discharge hopper gates.
- 2015 Davanac opens engineering department.
- 2021 Davanac sells Toggle-Lock brand of gravity discharge hopper gates.

Railway Supply Group



Davanac offers a wide selection of maintenance of way products, freight car and locomotive parts for the railway industry along with a variety of abrasive products for both the railway and industrial sectors.

Founded 1920



Industry-Railway Suppliers is a distributor to the railroad marketplace supplying track tools, abrasives and maintenance of way parts

Founded 1966



IRECO is a premier engineer railway products company providing freight car components for railcar manufacturers, railroads and repair shops.

Founded 1929



Wichita Railway Services, Inc. is your one-stop supplier for freight car parts throughout North America. Whether you're looking for new or reconditioned products in small quantities or full truckloads, we are your source.

Founded 2013



Unity is a leading representative and distributor for a number of established manufacturers of freight car components serving railroads, new car builders, and repair shops.

Founded 1960



RAILROAD TOOLS AND SOLUTIONS, INC.

Offering solutions for MOW, Car and Locomotive, Signaling and Track Safety Supplier to all 7 Class I Railroads, 100+ Short Lines and railroad contractors Also supplying Steel Manufactures, the Grain and Paper Industries and more.

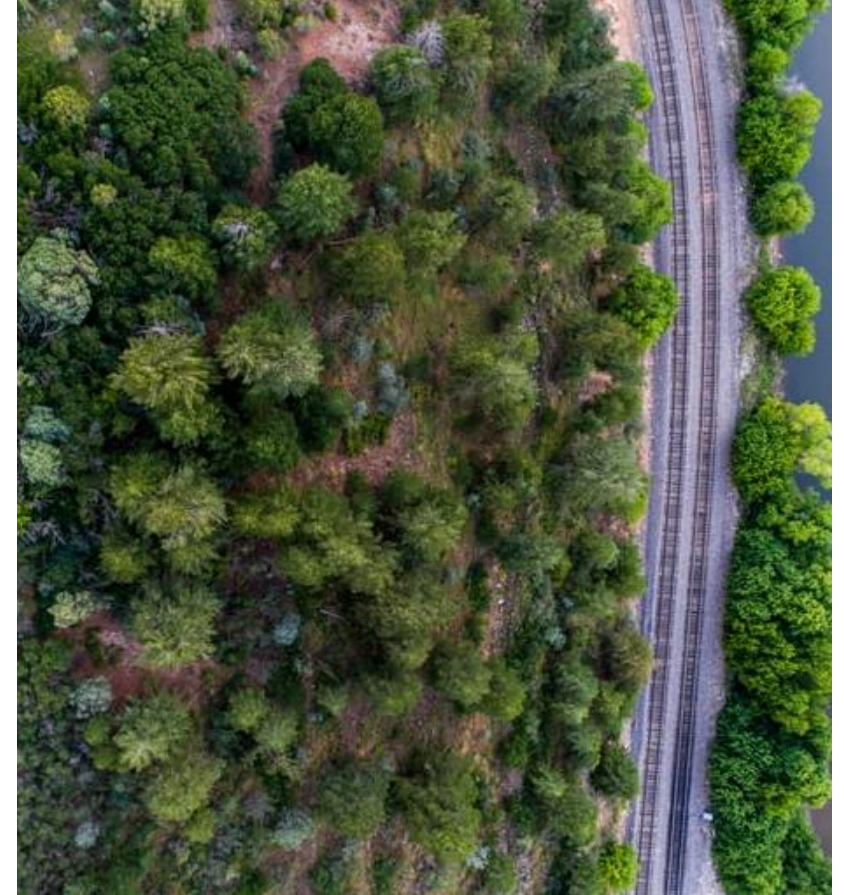
Founded 2003

PROUD PAST, INSPIRED FUTURE

- Davanac Inc. supplies the highest quality and safest products in the railway marketplace combined with superior customer service and field sales support.
- We are proud to be recognized as a leading distributor of:
 - Maintenance of Way Consumable Products
 - Maintenance of Way Power Tools (Gas, Hydraulic and Battery Powered)
 - Rolling Stock Products (Locomotive and Cars)
- We are driven in our pursuit to discover new business opportunities and continue to foster our current business partnerships, which allows us to continue offering the most innovative product solutions available.

Our Approach to Vendor (partner) Selection

- We pride ourselves in developing long term business relationships.
- We do not sell or promote a competitors product. We are single source with our vendors. In turn, we expect to be exclusive in our market.
- We search for quality products to sell and market. We want to offer our customers with the best possible solution.
- Our philosophy is to be a stocking distributor, with certain exceptions. We believe in stocking products in our warehouse and thereby provide our customers with quick turnaround when orders are placed.



Territory Responsibility

- **Sales Team**

- British Columbia
- Alberta
- Part of Saskatchewan

- **Sales Team**

- Manitoba
- Part of Saskatchewan
- Part of Ontario

- **Sales Team**

- Part of Ontario (Stops at Englehart and Sault Ste. Marie)
- Western Quebec, includes Montreal

- **Sales Team**

- Quebec
- Maritimes



How Do We Service Our Customers

- On Time Shipping
 - We provide our customers with a quick order processing and delivery performance for our stocked items.
- Purchasing
 - Our buyer ensures Davanac always has adequate in house inventory to meet customer demands.
 - Our buyer has developed relationships with our vendors internal staff and together they ensure a seamless flow of goods to us.
- Customer & Vendor Feedback (complaint) are always welcomed.
 - We see complaints as positive feedback.
 - Complaints give us the opportunity to fix a problem and improve our process.

American Railway Engineering and Maintenance-of-Way Association



- What is AREMA?
 - AREMA is a professional association for railway engineering personnel that offers numerous educational opportunities and produces and publishes the recommended practices for railway engineering infrastructure including track, structures and communications & signals. AREMA is comprised of approximately 5,500 members all working together to further the development and advancement of both technical and practical knowledge of the industry.
- Mission
 - The development and advancement of both technical and practical knowledge and recommended practices pertaining to the design, construction and maintenance of railway infrastructure.
- Both Luigi Covello and Adam Drescig from Davanac sit on Arema Committee 5 (Track) Sub Committee 2 (Tools). Adam is Vice-Chair of Sub Committee 2.

Our Global Partners

- Davanac is always open to bringing in new vendors with quality products to be represented in Canada.

PANDROL



- Pandrol
 - Pandrol defines the industry standard across rail fastening systems and aluminothermic welding. We've created rail infrastructure in more than 100 countries. Our portfolio extends to equipment that makes constructing and maintaining railways more efficient.
- Norton Saint-Gobain
 - The world leader in abrasives, Norton provides a unique portfolio of grinding, cutting, blending, finishing and polishing solutions for a wide array of markets, materials and applications
- Vogel & Plötscher
 - Manufacturing track measuring devices. Analogue and digital track measuring systems for track and switch inspection, track geometry and rail condition.

Our Swiss Partners



HASLERRail

SCHWEIZER
ELECTRONIC

- Arthur Flury AG
 - Specialized in the design and manufacture of components for overhead contact lines, earthing, lightning protection for buildings and coupling material for power lines and cables.
- HaslerRail
 - HaslerRail is the world's leading supplier of innovative On-Board Electronics, sensors, displays, software, and data management solutions for the railway industry.
- Schweizer Electronic *Agreement Pending*
 - Railway automation and high-availability radio systems complement the product range and market segments.

Accessing Railway Tenders in Canada

- Both Freight, Class 1 Railways, (CN & CP) utilize the Ariba portal when publishing a tender.
- In order to access this tender, you must have an Ariba account along with a trading agreement with said customer.
- In regards to the Canadian Transit Authorities, most will use the MERX platform when posting a tender.
- Seeing the Canadian transit authorities are owned by the government these tenders are typically available for anyone worldwide.
- Calgary Transit and Edmonton Transit utilize the Ariba portal when publishing a tender.



MERX

merx

 powered by **mdf commerce**

- MERX allows all types of businesses (small and medium enterprises and/or large organizations) to view and bid on tenders.

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SEARCH

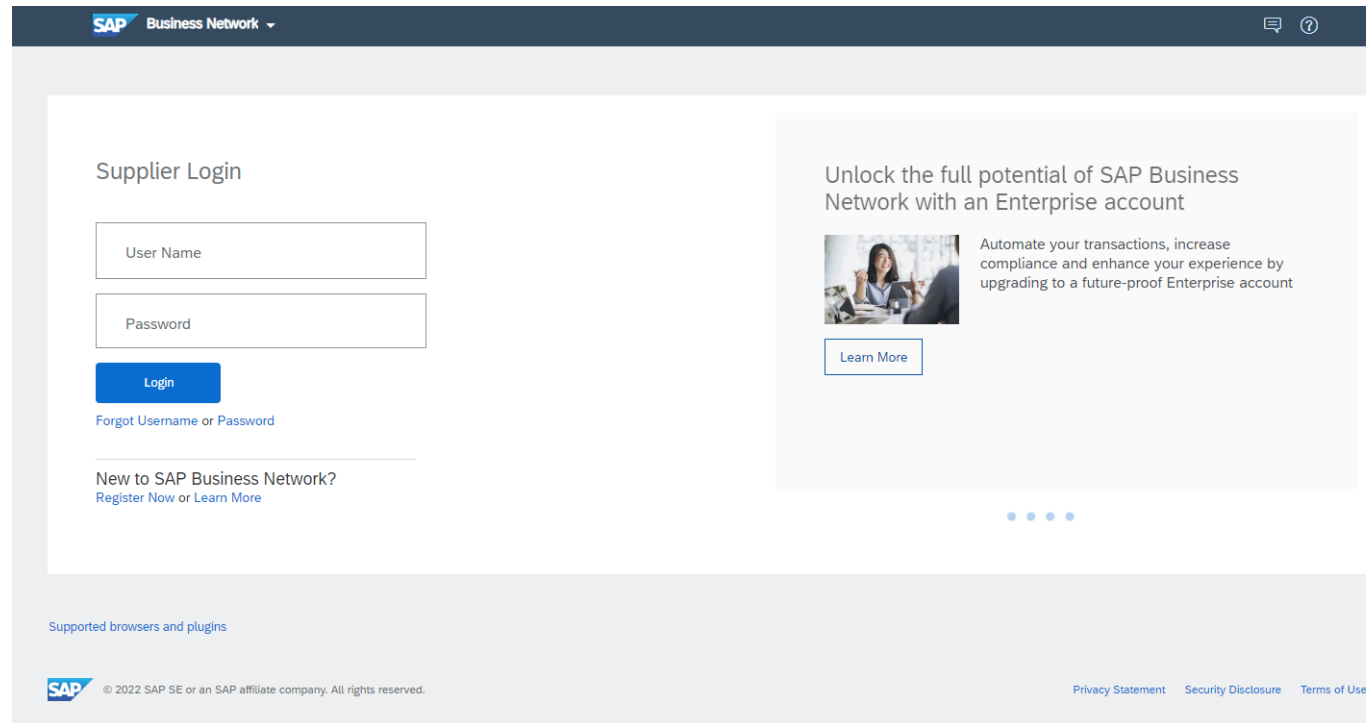
New opportunities every day for Canadian businesses just like yours

CANADIAN TENDERS | US TENDERS | PRIVATE CONSTRUCTION

ARIBA



- SAP Ariba is a software company that provides cloud-based procurement, spend management and supply chain services that enable suppliers and buyers to connect and do business globally.





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We Will Succeed Together

