



E.B. Horsman & Son

The Electrical Distributor of Choice!

Helping Communities Thrive Since 1900

Surrey, British Columbia, and Saskatoon, Saskatchewan, January 1, 2018 – E.B. Horsman & Son, the largest independently owned full-line electrical distributor in Western Canada, and Intec Controls Inc. have announced today that both companies have agreed to a transaction in which E.B. Horsman & Son will acquire Intec Controls.

For generations E.B. Horsman & Son has been planning to return to its 100 year-old roots and once again serve the various resource industries and communities of Saskatchewan. Intec Controls' understanding of the market in the region, product expertise, and exceptional customer service presented the perfect opportunity for E.B. Horsman & Son to return to the province.

This agreement will combine Intec Controls' Process Instrumentation, Automation and Controls product expertise with E.B. Horsman's full line electrical distribution business and specialty divisions, broadening the portfolio of products Intec will offer at its Saskatoon location.

As an active member of Affiliated Distributors (AD), E.B. Horsman & Son enjoys the purchasing power, technical competence, and business synergies of this \$13-billion organization. In addition, E.B. Horsman & Son offers its customers specialty divisions with centralized and trained support groups in five key product categories; data communications, process instrumentation, automation & controls, lighting, and projects.

"Strategically this is a great fit, not only from a product standpoint, but more importantly from a cultural and people perspective. This acquisition will further strengthen our capabilities in providing the exceptional customer service we are known for in Saskatchewan" said Intec Controls President Mike Swejda. "For almost 25 years, Intec Controls has created customer partnerships in key product segments that E.B. Horsman & Son has established divisions in. We share key supply partners and we look forward to introducing their Affiliated Distributors' Supplier Partners as well as Automation and Control focused suppliers to Saskatchewan."

The Intec team is excited to join E.B. Horsman & Son and will work with the company's leadership team on transitioning the Saskatoon location into a full line electrical wholesale location in the coming months. "We plan to build on Intec's strong brand. In addition to the quality products and service Intec customers trust, they will now be offered more products that complement Intec's existing portfolio as well as additional product lines that we will slowly introduce through our new location," said Tyson Carvell, Vice President Marketing E.B. Horsman & Son. "Not only is their product portfolio a fit for us, but we also share a common culture; we respect their application knowledge and their deep roots in the region."

In this transitional and dynamic world, E. B. Horsman & Son is poised and positioned to meet, satisfy, resolve and deliver all of your electrical, industrial automation and communications needs. We are "The Electrical Distributor of Choice".

Head Office
Automation, Controls & Motion
Data Communications
Lighting Solutions
Process Instrumentation
19295 25th Avenue
Surrey, BC V3Z 3X1
Tel: 778.545.9916
Fax: 778.545.3099
Toll Free: 888.467.7626
info@ebhorsman.com

Our Locations
Lower Mainland BC
Burnaby
Langley
Richmond
Surrey

Vancouver Island
Campbell River
Courtenay
Duncan
Parksville
Victoria

Interior BC
Cranbrook
Kamloops
Penticton
Vernon

Northern BC
Dawson Creek
Fort Nelson
Kitimat
Prince George
Terrace
Williams Lake

Alberta
Calgary
Edmonton

Saskatchewan
Saskatoon

Albrite Lighting Division Locations
Burnaby
Victoria





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E.B. Horsman & Son was established in 1900 in the small town of Moosomin, Saskatchewan. Today, E.B. Horsman & Son is the largest independently owned full-line electrical distributor in Western Canada and designated as one of [Canada's Best Managed Companies](#). E.B. Horsman has over 270 employees, over 20 locations and an industry leading distribution model comprised of a head office and distribution centre designed on the principles of Operational Excellence. Our goal is to be your Distributor of Choice by providing you with the best people, best products, and best service in the electrical industry. To find out more, please visit www.ebhorsman.com or email us at info@ebhorsman.com.

Established in 1994, [Intec Controls](#) has operated as a regional manufacturer's representative and distributor of Process Instrumentation, Automation and Control products. To offer you the best and most economical solutions, Intec Controls' experts understand and evaluate customers' application needs and provide products from world-class suppliers. At Intec Controls, we strive to ensure customer satisfaction and develop long term customer relationships and partnerships! To find out more, please visit www.inteccontrols.ca or email us at sales@inteccontrols.ca

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