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Great service gets great outcomes

How vendor-managed inventory lead to customer success



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INDUSTRY:

Pipeline

LOCATION:

Various
Saskatchewan
locations

In 2017, Axiom Equipment Group bid on a Pipeline project for a customer in the Pipeline industry in Western Canada.

The large project was near the US border and spanned from Manitoba to Alberta, requiring industrial equipment for a 1,200 km stretch.

This large project took approximately two years to complete, and the customer required a large variety of industrial equipment for its operations.

Axiom Equipment Group successfully won a bid on a 100-km sub section of the project.

This customer became a VIP customer and Axiom Equipment Group provided light towers/pump combos, indirect-fired heaters, air compressors, and generators.

Along with providing high-quality, new equipment, Axiom Equipment Group provided a number of value-added services to help the customer maintain smooth operations and remain on schedule.

This included providing vendor-managed inventory, commonly referred to as consignment equipment. This provided the customer with equipment when they needed it, ensuring their uptime was maximized as needed equipment was always available at hand.

Additionally, Axiom Equipment Group provided on-site servicing to ensure the equipment provided as well as the customer's own equipment was working optimally for the customer.

Throughout the contract period, not one light tower or pump broke down.

The customer specifically noted that they appreciated the full environmental containment on Axiom Equipment Group's equipment as the customer and stakeholders held high environmental protection standards. They also noted that they enjoyed the LED lights on the new light towers Axiom Equipment Group provided.

Axiom Equipment Group also worked with the VIP customer to maximize their cost-savings by providing truckloads of equipment freight rather than shipping equipment in small values.

Learn more about the benefits of becoming an Axiom Equipment Group [VIP member](#) and enjoy the security of vendor-managed inventory today.