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VIP Customers Get VIP Solutions

How Axiom Equipment Group provided a VIP member with custom solutions

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**INDUSTRY:
PIPELINE**

**LOCATION:
MANITOBA +
SASKATCHEWAN**

In 2018-2019, a repeat and VIP customer of Axiom Equipment Group approached the team to provide a number of high-quality industrial equipment for their project spanning from Saskatchewan to Winnipeg, including Axiom's unique pump and light tower combination, industrial heaters, generators, and high CFM air compressors.

While communicating with this customer, Axiom's Account Manager learned that the customer had a unique process of ensuring their jobsites didn't become contaminated.

To prevent cross-site contamination from occurring, this customer had a process where a temporary wash bay was created at each jobsite, where any vehicle or site equipment had to be cleaned using this washing system to ensure no containments entered the jobsite from the fields the equipment had previously been used in.

Since the customer's work was during winter months in the harsh prairie climate, there were issues with the water pipes and temporary steel wash bays freezing.

Axiom's experienced Account Manager suggested that this VIP customer use the Wacker Neuson E3000 Ground Heater to solve this problem.

Because of this, the VIP customer was able to successfully use their wash bays without issues for the duration of the project. This solution was also used by the customer in their trenches and other wash plants.

Additionally, Axiom's Account Manager provided this customer with over 70 light tower pump combos, a unique equipment combination specially designed with pump brackets and a light tower with environmental features required by the customer.

These unique solutions are just part of the superior service solutions that Axiom Equipment Group provides VIP customers so they achieve success.