



Aug  
06  
2014

## Project win: award on a frame agreement for a mine replacement project in Canada

Rexel IPG, in collaboration with Westburne West, has recently been awarded a major frame agreement to support the replacement of mining facilities in Canada.



Rexel IPG was awarded an important frame agreement from a major American Engineering, Procurement & Construction company for the replacement of a mining facility in Canada which is one of the world's largest producers of oil from oil sands.

The mine replacement project suffered cost overrun; on-site management was one of the decisions to drastically limit upcoming costs. The EPC, having worked previously with Rexel IPG, and being aware of our cost competitive offer, contacted the team in Canada to assist in achieving this target.

Westburne and Rexel IPG worked together on an initial multi-million US dollars order, which was the supply of cable in summer 2013. We were then awarded with the EPC a frame agreement, supplying on a day-to-day basis multiple products: electrical bulks and cable including conduit fittings, enclosures, connectors, lighting, motor controls and terminal blocks.

Rexel IPG's long-lasting collaboration with the customer combined

**Markets :**

[MINING & METALS](#)

**Products:**

Electrical Bulks and Cable, including conduit fittings, enclosures, connectors, lighting, motor controls and terminal blocks

**Geography:**

North America

with Westburne’s local expertise, allowed quick adjustment of the customer’s needs on a day-to-day basis throughout the execution of the project.

“This award is a big honor for Rexel IPG, as this is a sign of appreciation from our customer”, said Jason Murphy, strategic account manager at Rexel IPG. “Given the fact that we already worked with them for multiple projects, we understood exactly their requirements and were accustomed with how they operate, allowing us to be responsive on their day-to-day needs, and spare time and cost on specifications and on-site delivery. What’s more, the critical support from Westburne West’s teams in Edmonton and Fort McMurray, their outstanding operational work, and in-depth knowledge of electrical bulks and cable, were a key differentiator from most of our competition for this project win.”

## MORE

Section

Markets We Serve : [Mining, Minerals and Metals](#)

### ABOUT US

Who We Are  
What We Do  
Why IPG  
Where We Are

### MARKETS WE SERVE

Oil, Gas & Chemicals  
Power  
Mining, Minerals & Metals  
Infrastructure & Industrial

### HOW WE SUPPORT YOU

Technical Application Assistance  
Supply Chain Consolidation  
Project Management Solutions  
Project Logistics Services

### NEWS & CASE STUDIES

News  
Case Studies

Rexel IPG, part of  
the REXEL GROUP

