



CUSTOM
ELECTRICAL
SOLUTIONS FOR
YOUR BUSINESS.

Products and services
for industrial markets.

Westburne is the supplier of choice for the nation's largest industrial companies. **Westburne is a partner with customized solutions to help your business succeed.**

Here to help.  **Westburne**

REXEL GROUP 



Westburne has a long history of servicing industrial markets. We draw on tried-and-true relationships with leading suppliers to bring customers products that meet the extreme demands of their industry.

Our people are Westburne's competitive advantage.

They can be yours too. Westburne staff are procurement specialists who know the supply chain and the complexities of the industrial sector inside and out. They go the extra mile to ensure you have the right products at the right time for the right price.

With nearly a century of experience, Westburne has honed its operations and processes. That means seamless service from our web storefront to our warehouses to our on-site sales.

When you partner with Westburne, you can count on superior service, exceptional products and reliable delivery. These other advantages are also standard:

› **Cost leadership**

Westburne has the buying power to negotiate discounted volume pricing and exclusive products from manufacturers. When you partner with Westburne, our expertise and purchasing leverage become yours.

› **eCommerce convenience**

Westburne's exceptional eCommerce platform allows you to place purchase orders, check product availability, see customer-specific pricing, track existing orders, view order history and review invoices all in one place, 24/7. Our system also works with many customer procurement systems.

› **Local inventory management**

Westburne's branch network brings inventory to our customers in over 100 locations nationwide. That means the products and solutions you need are often nearby.

› **Technical support**

Westburne's extensive team of in-house technical specialists offers support in automation, wire and cable, energy solutions, lighting and project management. Need help late? Experts on our toll free national network provide technical support daily from 6:30 am to 9 pm EST.

› **Manufacturer warranty management**

When you buy through Westburne, we look after manufacturer warranty issues and returns so you don't have to.



You need more than the right products at the right price.

You need a partner with solutions and services to help your business grow.

At Westburne, our qualified staff work with your team to provide the industry and product expertise you need. Westburne has branch offices in your community and partner offices across the globe. That means you benefit from a national and international network. It also means you receive expert personal service from local branch staff who know your name and your business needs.

Westburne's full range of product offerings includes:

- › **Electrical**
- › **Alternative energy**
- › **Lighting / lighting controls**
- › **Distribution**
- › **Automation and control**
- › **Wire, cable and conduit**
- › **Boxes and cabinets**
- › **Heating and ventilation**
- › **Maintenance, repair and operations**

Above and beyond.

Westburne's value-added services help customers maximize productivity:

Vendor managed inventory: Need stock on hand to keep your operation running smoothly? Westburne will supply and manage inventory on your site, ensuring you have what you need, when you need it.

Performance management: Westburne will produce quarterly reviews to assess our own performance for delivery, cost and errors.

Product substitutions/standardization: Westburne monitors ordering practices to look for ways to standardize equipment or substitute higher performing or less expensive equipment.

Cable management: Westburne provides cut-to-length service and custom reel labeling and tagging for cable or wire. When you're finished with the reels, send them back and we'll recycle them.

Kitting: Ordering multiple products that require on-site assembly? Westburne will pre-package components into one kit with all the parts needed for each installation.

Emergency call-outs: We know that crises don't always happen during bankers' hours. If you need a critical product after hours, we can issue an emergency delivery to ensure you have what you need to keep production rolling.



NIEN TRAN
INDUSTRIAL ACCOUNT MANAGER
NATIONAL SERVICE CENTER

No 1

NEXTERRA SYSTEMS CORP.

CASE STUDY

VANCOUVER
BRITISH COLUMBIA

ELECTRICAL
LIGHTING / LIGHTING CONTROLS
AUTOMATION AND CONTROL
MAINTENANCE & OPERATIONS
HEATING & VENTILLATION
SOLUTIONS



Nexterra Systems Corp. is an original equipment manufacturer whose fixed-bed updraft gasification system offsets the need for fossil fuels by converting waste biomass into renewable heat or power.



It's a proven green technology with incredible potential to benefit the planet and save customers money. Nexterra wanted to focus on advancing their product, not maintaining software programs and high-tech controls.

Solution

More than 10 years ago, Nexterra started looking into automation systems as a way to control its facilities. As a leading automation products distributor, Westburne and its experienced team of experts became quickly became Nexterra's go-to resource.

Nexterra's automation process is demanding, and keeping up with technological advancements is complicated. Quamar Jutt, the company's managing engineer for Electrical and Controls explains, "With all the firmware and software revisions, you really need to keep up to date, but that's hard to do when you're focused on your own industry requirements and executing your own projects."

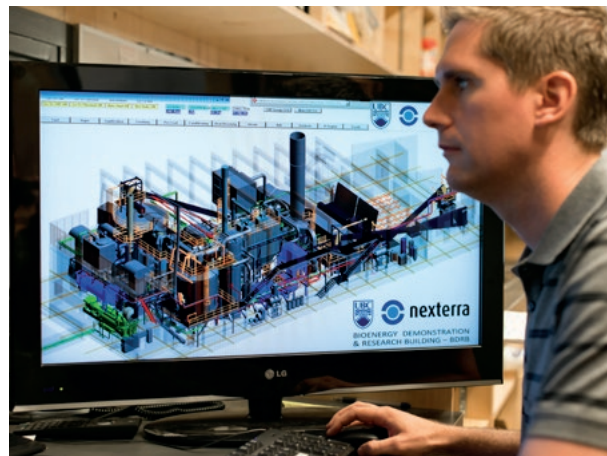
It's an area where Westburne's full-service delivery model and valued long-term relationships can really deliver.

"Westburne retains their employees for a long time and ensures they are trained on the latest advancements," says Jutt. "If they do the training, then I don't have to... It's a valuable piece of our supply chain."

After proving its product in North America, Nexterra now has a number of projects under way in the United Kingdom. Logistics and standards dictate that most of the electrical hardware be purchased in the UK.

In spite of the distance, Westburne has chosen to support Nexterra because it is committed to helping the company achieve success. "It's a long-term business investment," says Jutt, whose Vancouver-based team is using test kits from Westburne to make sure the software they're writing will be able to communicate with the new equipment in the UK.

As Nexterra thrives in this fast-moving, clean energy space, Jutt admits they couldn't do it on their own: "Dealing with reliable vendors really is the only way to survive."



Westburne's capable, experienced employees focused on collaborating with the automation product manufacturer to maintain Nexterra's software programs and high-tech controls so that Nexterra's team could focus on creating innovative energy technologies.





No. 2 GOLDCORP

CASE STUDY

ROUYN
QUEBEC

ELECTRICAL
DISTRIBUTION
AUTOMATION AND CONTROL
WIRE, CABLE AND CONDUIT
BOXES AND CABINETS
SOLUTIONS



Canadian gold mining company Goldcorp was building a mine at a remote location in northern Quebec. **The project, Goldcorp's Eleonore mine, was a massive undertaking.**



The company's prime contractor, an engineering, procurement and construction management firm needed support scheduling delivery of equipment and materials off site and managing on-site inventory control. The stakes were high; the engineering plans and construction schedule were a work in progress. With so many moving parts, getting the right equipment on site at exactly the right time was critical.

Solution

From the get-go, Westburne proved their worth in gold. Westburne's successful collaboration with its supplier and Goldcorp's engineering firm streamlined the proposal process.

Then, while reviewing the customer's RFQ for a capacitor bank, Westburne flagged it as an unnecessary expense. "Because of the equipment selected to do this project...they would never have any occasion, not even at 100 percent production, to go above peak electrical demand," said Westburne's Director of Industrial Sales and Major Projects Charles Tessier. "We said to them: 'You can buy it, but with the information we have, you don't need it.'" That advice saved Goldcorp more than \$300K.

Westburne's network and expertise proved invaluable in other areas of this multi-phase project. When the power transformer was ready for shipment before the Goldcorp site was prepared

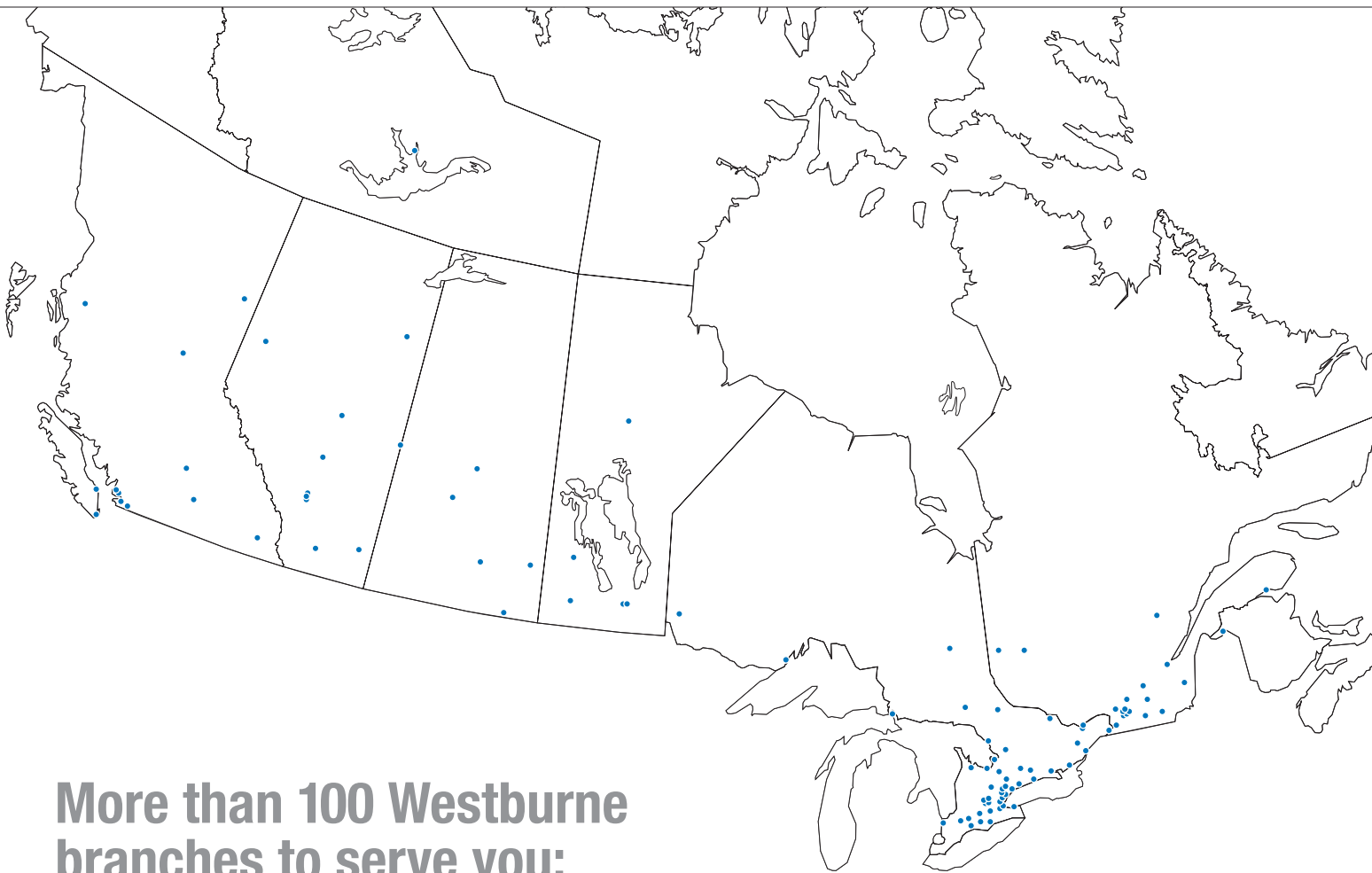
to receive it, Westburne arranged to receive and store the unit off-site at a nearby vendor. When the RFQ for wire and cable came up before the engineering was complete, Westburne utilized its own custom wire and cable management program to organize and track the dozens of different types of cable over phased deliveries, along with related documentation requested by the engineer.

And with the huge order of cable tray spread over 14 releases, Westburne had to prioritize deliveries and synchronize everything to ensure the necessary resources would be on site for unloading the materials and there'd be space available to store it. "Communication and scheduling is key for this type of product," said Tessier. "We're talking about something like twenty 53-foot truckloads of equipment in all. It has to arrive just in time."

Goldcorp Engineer Patrick Pollender summed up Westburne's unique value proposition succinctly: "[It's] the customer service, quick response and good tracking."

Westburne's network and expertise were invaluable during the process of building Goldcorp's Eleonore Mine in northern Quebec. The Westburne team saved the company \$300K by flagging an unnecessary expense and went the extra mile to ensure the operation had the right products at the right time.





More than 100 Westburne branches to serve you:

Northwest Territories

Yellowknife

British Columbia

Abbotsford
Burnaby
Cranbrook
Fort St. John
Kamloops
Kelowna
Kitimat
Langley
Nanaimo
North Vancouver
Prince George
Victoria

Alberta

Calgary Airport
Calgary Foothills
Calgary Main
Edmonton North
Edmonton South
Fort McMurray
Grande Prairie
Lethbridge
Lloydminster
Major Projects
Medicine Hat
Red Deer

Saskatchewan

Esterhazy
Estevan
Prince Albert
Regina
Saskatoon

Manitoba

Brandon
Dauphin
St. Boniface
Thompson
Winnipeg

Ontario

Kenora
Thunder Bay

Ontario

Barrie
Belleville
Bracebridge
Burlington
Cambridge
Cobourg
Collingwood
Cornwall
Guelph
Hamilton
Kingston
Kitchener
Lindsay
London
Midland
Mississauga (Central)
Mississauga (Laird)
Newmarket
North Bay
Orangeville
Oshawa

Ottawa East

Ottawa West
Owen Sound
Parry Sound
Pembroke
Peterborough
Sarnia
Sault Ste. Marie
Simcoe
Smiths Falls
St. Catharines
St. Thomas
Stoney Creek
Strathroy
Sudbury
Tillsonburg
Timmins
Toronto (Scarborough)
Toronto (Horner)
Vaughan
Waterloo
Woodbridge
Woodstock

Quebec

Anjou
Centre de Cables
Drummondville
Edmundston
Granby
Joliette
Jonquiere
Laval
Longueuil
Montreal
New Richmond
Quebec
Rosemont
Rouyn
Saint-Georges-de-Beauce
Saint-Jerome
Sherbrooke
Trois-Rivieres
Val-d'Or
Valleyfield

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Ligne-Contact (Français): 1-866-853-0775

Here to help. 
REXEL GROUP 