



Nutrien Ag Solutions' Main Distributor



THE CLIENT

Nutrien Ag Solutions is a Canadian fertilizer company based in Saskatoon, Saskatchewan.

They are a subsidiary of Nutrien Ltd. and the leading provider of agricultural products and services for western Canadian growers.

THE PROBLEM

Nutrien Ag Solutions came to Mainland with a request for a new main distributor and a redesigned platform for their facility in Delta, BC. They needed a solution that would ensure a safe workspace into the future.

One of the challenges on this project was that Mainland was a new contractor to Nutrien Ag Solutions. Admittedly so, Nutrien's Operations Manager was a little nervous about Mainland's ability to complete such an important project. Mainland's primary goal was to build trust.



QUALITY SOLUTIONS YOU CAN COUNT ON



Mainland Machinery prides ourselves on our ability to not only build top quality steel fabrication, but also on our ability to build strong, long-lasting, relationships with all of our customers. Regardless of scale or complexity, we work hand in hand with our customers to help them achieve their goals.

THE SOLUTION

To meet this need, Mainland listened carefully to their client and worked with them to come up with a safe and effective plan to replace the main distributor and redesign the platform.

After initial discussions between Mainland's millwrights and Nutrien's management, concerns and apprehensions were put at ease and the work was accomplished smoothly.

THE OUTCOME

In the end, Nutrien was extremely happy with the completed project.

They expressed their appreciation for not only the quality of work but the professional and polite manner in which the work was done.

Mainland was pleased that they had won the confidence of another leading company and a new partner in agricultural products and services.

