



G3 CONNECTION

CONNECTING G3 AND CANADIAN FARMERS

CEO'S MESSAGE



2019 is off to an exciting start at G3, with several new elevators under construction on the Prairies and a new port terminal taking shape on the West Coast.

There is a lot happening out east as well.

G3 operates a network of port facilities on the Great Lakes and St. Lawrence Seaway system that receive and ship grain to customers all over the world: customers who know they can rely on G3 to deliver high quality Canadian products with maximum efficiency and a focus on customer service.

G3 Thunder Bay was first out of the gate in 2018, hosting the first vessel of the new shipping season. Staff at the facility continue

to raise the bar, handling huge volumes of grain throughout the year and into 2019.

It was much the same at G3's new high efficiency facility in Hamilton. Much like our new Prairie elevators, the G3 Hamilton terminal can unload trucks in less than five minutes and load on to vessels at world class speed. G3 Hamilton only opened in 2017 but is already expanding to handle even greater volumes.

In Quebec, new staff is arriving at our office in Brossard to facilitate more farm-direct deliveries to our port terminals in Trois-Rivières and Quebec City.

Many thanks to all our staff and customers across the country. All the best for a safe and successful spring 2019.

Don Chapman, CEO G3

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IN THIS ISSUE

- CEO'S MESSAGE
- STANDING TALL IN MAIDSTONE
- G3 NETWORK IMPRESSES VISITORS AT AG TRADE SHOWS
- STAFF SPOTLIGHT
- THREE NEW ELEVATORS TAKE SHAPE IN ALBERTA
- BUILD SAFETY ON YOUR FARM FOR SPRING
- DOCKS TAKE SHAPE AT G3 TERMINAL VANCOUVER
- SHOWING STUDENTS THE WAY AT G3 TROIS RIVIÈRES

STANDING TALL IN MAIDSTONE

The town of Maidstone, Saskatchewan is sporting a new look.

The new G3 elevator is standing tall right on the edge of town. Construction of the high efficiency facility began in April 2018 and now is at an advanced stage, with the distinctive concrete elevators and big steel bins already in place. The elevator has a capacity of 42,000 tonnes.

G3 Maidstone is now contracting and due to start taking deliveries of grain from area farmers this summer. They'll experience the industry-leading fast service seen at G3's other high-efficiency elevators that can unload a Super-B truck in less than five minutes.

The facility is one of four new G3 elevators currently under construction in Western Canada, including three in Alberta.

G3 Maidstone
NOW CONTRACTING
G3.ca/Maidstone



G3 NETWORK IMPRESSES VISITORS AT AG TRADE SHOWS

January is downtime for many farmers – which could mean time for a vacation to warmer climes, or a trip to one of several agriculture shows and conferences to keep up with the latest ideas, inventions and offers in the ag industry.

G3 was part of the conversation again this year at the Western Canadian Crop Production Show in Saskatoon, Manitoba Ag Days in Brandon, and Salon de l'agriculture in Saint-Hyacinthe, QC.

"We don't normally get an opportunity to talk to so many farmers in one day from places all across the province," says Courtney Blenkiron, a G3 Farm Business Representative from our elevator in Melville, SK, which just opened last summer.



"I love my farmer customers, we've had an opportunity to build relationships, we've been in Melville now for 6 months and so I get to know more about them, what's important to them, and their families and their farms so it's not just about business here, it's about relationships."

Blenkiron says visitors to G3's multi-media, interactive display booth at Crop Production Show want to know more about the company's expanding network of high-efficiency facilities. Four more elevators are under construction in Maidstone, SK., plus Carmangay, Morinville and Wetaskiwin, Alberta.

"I think the design of the facilities themselves, having our loop track and our fast unload times make us a really great option for farmers. They like that they can get in and out quickly and we have great staff at all of our locations," says Blenkiron.



STAFF SPOTLIGHT

Rayanne von Platten

*Farm Business Representative
G3 Wetaskiwin*

Rayanne von Platten will always occupy a special place as a 'first' at G3.

"It's exciting working from the ground up of the build and exciting to be part of the new growing company too," she says.

Rayanne was the first Alberta employee hired at G3, as part of the company's expansion into that province. She's a Farm Business Representative at G3 Wetaskiwin, one of three new elevators under construction in Alberta. The others are at Morinville and Carmangay. All three facilities are due to open in 2020.

"Initially it was a little daunting but as I've moved into my role here it's been really good. Everybody is excited that G3 is joining the community and they're excited that they chose Wetaskiwin to build," she says.

Since starting with G3 in November 2018, Rayanne has been working from a temporary office in Wetaskiwin. Along with the growing team of Alberta staff, she is spending the time during construction reaching out to area farmers who will soon have the opportunity to deliver their grain to G3. Like G3's other high-efficiency facilities, the Alberta elevators are built to move grain fast, and save farmers' time.

"I've been passing on that message to my customers that the elevators are built for quick unloads and they're built for speed and can make the experience for farmers fast and easy," she says, adding "It will blow their minds!"

Rayanne worked previously as a grain buyer in Alberta and grew up on an acreage in the province. But she got some of her first-hand farming experience from her husband Matthew who grew up on a grain farm just outside Wetaskiwin. The couple have two young boys, George and Karl.

"So, farming is very much a part of our lives now, so it's funny even our kids they're like born farmers I don't know how that happened!"

Rayanne is enjoying getting to know the other area farmers and the mix of farming operations in the community.

"We have a good mix, some good-size operations that run on a pretty large scale but there are still quite a few of the small family farm operations."

And enjoying the first few months of being part of something big that's coming to Alberta.

"Even being the first employee and we don't yet have a physical location there's learning curves and growth happening. Everybody's been really good to work with and even though we're the only ones in Alberta we still have a really good support system, so we never feel we're hanging out here by ourselves. G3 has done a really good job of that, making us feel like we're included still."

G3 Wetaskiwin
NOW CONTRACTING
G3.ca/Wetaskiwin



G3 ALBERTA EXPANSION IN FULL SWING: FIVE NEW ELEVATORS ON THE WAY

They're getting ready to pour a lot of concrete in Alberta.

Three new G3 grain elevators are under construction in the province and two more have been announced.

Crews have already laid the groundwork for new high efficiency facilities at Morinville, Wetaskiwin and Carmangay. And in March G3 announced plans for two others that will begin construction this spring, at Irricana and Stettler County.

The elevators will be G3's first facilities in Alberta and are due to be completed in

2020, when G3 Terminal Vancouver will be open and ready to export grain from the West Coast.

Together, the high efficiency elevators and next-generation port terminal will dramatically increase the rate at which Canadian grain is moved to market.

They're all being built with loop tracks, which allow trains to load and unload while in motion and without having to uncouple their cars and locomotives. This power on, loop-to-loop system will be unique in the Canadian grain supply chain and is expected

to reduce by 40 to 50 per cent the time it takes a train to travel from Prairie to port and back again.

It's a key part of the smarter path from farmers' fields to global markets that G3 is building.

And the elevators are constructed with high-capacity drive sheds that allow a Super B truck to unload in less than five minutes: so farmers who deliver to G3 will experience G3 speed first-hand.

BUILD SAFETY ON YOUR FARM FOR SPRING

By Robert Gobeil/Canadian Agricultural Safety Association

The promise of a new season is an ideal time to do a thorough check of equipment and processes. If you feel you're running short of time, consider this: time is a resource we seem to have plenty of when times are slow, and then becomes invaluable as work demands increase. Being proactive checking equipment and processes before planting is essential. Taking the time to implement pre-season checklists will pay off in the end by helping reduce the chance of breakdowns and downtime during one of the very busiest parts of the year. (As an added bonus, using checklists as a part of your safety management system shows your farm does its due diligence.)

There are plenty of checklist templates available or they can be created from scratch. The choice is yours. (Check out casa-acsa.ca/resources/canada-farmsafe-plan for CASA's free FarmSafe Plan – including checklists!)

When working with a checklist, begin by asking yourself questions about various equipment and processes. This will give you the tools to identify problems and gives you

the opportunity to develop corrective actions to address any issues. You don't have to rush and try to fix everything all at once. Instead, prioritize items based on the chance of occurrence and potential severity if a breakdown occurred.

An operational checklist should also include placing orders for essential supplies, such as seed, crop protection products, or feed. Since these items often take time to arrive, ordering them in advance means they are readily available when needed. Another thing to consider on your checklist is purchasing any necessary insurances (home/property, crop, liability, etc.) to protect your operation should an unfortunate and unforeseen event occur. And don't forget to inspect your fields and pastures for standing water and drainage once the last of the snow has finally melted. This is also a good time to make sure all of your workers are up-to-date with training, as well as reminding them about your Emergency Response Plan. (If you don't already have an Emergency Response Plan, now's the time to develop one.)

When it comes to tools and equipment, consider stocking up on parts that often need replacing (including items like lights

and reflective markings). Remember that some items should be maintained based on the hours of use, so there's nothing wrong with performing this maintenance ahead of schedule to avoid breakdowns and unexpected repairs when the workload increases. And while you're doing maintenance, don't overlook your safety equipment. Every checklist should include safety equipment inspections to ensure these items are accessible and working properly if they are needed. This includes fire extinguishers, first aid kits, and eyewash stations, as well as personal protective equipment.

On top of checking your equipment and processes, a facility inspection should also be implemented as part of your safety management system. While this type of assessment needs to be done at regular intervals throughout the year, it's worthwhile to begin the process before the start of the season.

Time is our most valuable resource. That's why taking care to prepare early is essential to having a productive and successful season. Incorporating pre-season checklists will help prevent downtime and help ensure your operation runs smoothly throughout the busy months ahead.



G3 TERMINAL VANCOUVER CONSTRUCTION QUICK FACTS

- Marine piling **100%** completed
- Concrete work is **95%** completed
- Steel work is **70%** completed
- Rail Installation is **15%** complete
- Interior mechanical and electrical work is commencing.

DOCKS TAKE SHAPE AT G3 TERMINAL VANCOUVER

G3 Terminal Vancouver continues its progress.

The latest construction milestone is on display at the shoreline in North Vancouver: the docks, where huge ships will berth to take on their loads of grain, are complete. They are awaiting the arrival of the big ship loaders that will direct the grain on board the ships when the terminal becomes fully operational in 2020.

The ship loaders are designed to reach all the hatches on any grain carrying ship – so the vessels won't have to move around during the loading process, adding to the speed and efficiency of the facility. G3 Terminal Vancouver will set new standards for fast ship loading.

Installation of rail tracks is well underway, with a section of 80 ft of

rail being added every 15 minutes. When complete, the triple loop track system will be able to accommodate three -150 modern hopper car trains and unload each in about 8 hours.

Trains will return to the Prairies and take on another load of grain at our loop-track equipped elevators. This loop-to-loop system is expected to reduce the time trains spend traveling between Prairie and port by 40 to 50 per cent.

Many of the structural portions of the next-generation grain export terminal have already taken shape: including 48 grain silos, scale tower and cleaning building, and the steelwork for supporting the miles of conveyors is criss-crossing the site.

SHOWING STUDENTS THE WAY AT G3 TROIS RIVIÈRES

A group of college students saw first hand how a major grain export terminal operates, at the G3 facility in Trois Rivières, Quebec recently.

The group of about a dozen students from the CEGEP Trois Rivières college toured the port terminal and learned about its capacity and operations as part of their course in logistics.

There's a lot to take in. The huge terminal has capacity of 109,000 tonnes and receives grain by ship and rail from across Canada, and by truck from agricultural producers in Quebec. Area farmers can deliver their crops direct to the port facility.

Commodities from corn to soybeans are loaded onto ocean going vessels for export to overseas customers. And they are very big loads. The students learned that it takes almost 800 truckloads to fill one of the big ships. And they saw some of the planning and coordination necessary to take delivery of all those products and get them loaded and on their way, safely and efficiently.



"It's great to help them learn more practical information about vessels, trucks, rail cars, and clients and customers and how we can improve the process in the industry," says G3 Trois Rivières General Manager Patrice Magny, who led the students on the tour.

The information and experience from the G3 tour was part of the students' final project in one of their courses in the 3 year program.

G3 CONNECTION

Available free of charge to Canadian farmers

Contact G3: 204 983 0239 | Contact your local elevator: g3.ca

