



G3 CONNECTION

CONNECTING G3 AND CANADIAN FARMERS

LAUNCH YOUR GRAIN WITH



G3 HAS A BOLD NEW MESSAGE FOR FARMERS

In ads appearing in print, online and in mailboxes across Western Canada since spring, we're demonstrating our commitment to bring innovation and efficiency to the grain handling industry

We're not launching rockets, of course. But the ads position G3 at the leading edge of technology and innovation. We're the grain company of the future, and we're leading the way creating efficiency in the grain supply chain.

Don Chapman, CEO

From industry-leading unload times at our state-of-the-art loop track facilities to developing new technology and resources to serve you better, G3 is committed to transforming the grain marketing industry, not only in order to give you back your time, but to future proof the way grain moves across Canada.

FIND OUT MORE G3smarter.ca



COMING TOGETHER AT G3 HAMILTON

G3's network includes Prairie elevators that load grain onto trains, and port terminals that put it on ships. Sometimes, staff from one type of facility gets to see the other in action! Above, Morinville, Alberta Farm Business Representative Ahmed Hussein (second from left) and his father Hamad (far left) are visiting G3 Hamilton in June to see the Federal Rhine take on a load of Ontario corn bound for Ireland. They're accompanied by G3 Hamilton Maintenance Lead Steven Kelly (second from right) and G3 Hamilton's newly-hired Farm Business Representative Marco Madeiros (far right).

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G3 CALENDAR PHOTO CONTEST

NOW ACCEPTING ENTRIES

G3.ca/photo-contest

As you head out into the fields, remember to keep your camera at the ready to capture those amazing moments you just can't plan for.

4 SEASONAL PRIZES

WILL BE AWARDED FOR THE BEST SHOTS FROM WINTER, SPRING, SUMMER, AND FALL



GROW YOUR OWN PIZZA?

SASK. KIDS LEARN HOW IN UNIQUE EDUCATIONAL PROGRAM

Saskatchewan kids are learning more about where some of their favourite food comes from, with a little help from G3.

The Yorkton-area students are part of the "Pizza Farm". It's a circular plot of land divided in sections like a pizza. In the spring, Grade 3 kids see different crops planted in each section – each an ingredient in one of their favourite foods – pizza. There's grain for the crust, herbs and veggies, and pasture for the animals that will provide dairy and meat products.

The same kids, in Grade 4, return in the fall at harvest time and experience the full cycle of farming, and learn many of the techniques and challenges involved in getting from field to fork.

G3 Melville contributed funds for t-shirts for the dozens of kids, to make their visit more memorable. G3 Melville just opened last summer and staff members like Farm Business Representative Harold Frieze were eager to take part in the initiative.

"It's a great educational program for the kids in the community," he says.

The "Food Farm" concept began in 2013 in Yorkton with 4 schools and about 100 students but has since expanded to several other communities and more than 360 kids.

"That doesn't happen without more volunteers and more sponsorship, so it's huge to have sponsors like G3 come on board," says

Rachel Kraynick who helped set up the first "Food Farm". The program is supported by Agriculture in the Classroom and Saskatchewan's Ministry of Agriculture.



STAFF SPOTLIGHT

PUTTING THE G3 TERMINAL VANCOUVER TEAM TOGETHER



Jeff Riemer

*Director of Maintenance
G3 Terminal Vancouver*

G3 Terminal Vancouver is still under construction, but the team that will run

the state-of-the-art grain export facility is already coming together.

A key leader in that team is Director of Maintenance Jeff Riemer.

"It is truly a once in a lifetime opportunity to have a real influence, set things up, strive for a world class maintenance department and operations team," he says. "We all have a

common goal of success, keeping this site as productive and reliable as possible."

The 40-year-old professional engineer has been involved in big industrial projects his whole career including pulp and paper, mining, oil production and food production. He didn't have to travel far to get to G3 Terminal Vancouver – he was the Mechanical Maintenance Superintendent at a bulk port terminal nearby.

Now he leads a team at G3 that is involved in "all aspects of getting the terminal ready for production."

"We have some very good talent that we brought on board, all with complementary experience. We put the team together to

ensure that everyone brought something unique to the table that would really round out our team," Riemer says.

Despite a resume that boasts several large-scale engineering projects, Riemer knows that G3 Terminal Vancouver is something unique. It's the first new grain export terminal to be built in Vancouver since the 1960s. The railway loop track and modern ship loading system will set new standards for efficiently moving grain to market. The technology tying it all together is remarkable, even for someone with Riemer's level of experience.

"It is truly impressive, looking at the level of automation and efficiency for the scale of what we have here in the port."



Morgan Lekstrom

*Electrical Maintenance
Manager
G3 Terminal Vancouver*

Morgan Lekstrom is no stranger to large-scale construction.

The 34-year-old has been around the world helping manage some massive projects, including mines in Mongolia and Indonesia. His expertise has also been put to use in Africa, South America and elsewhere.

Now he's the Electrical Maintenance Manager at G3 Terminal Vancouver, which is taking shape in North Vancouver. It's the first grain facility he's worked on, but he's confident of the impact the state-of-the-art facility will have when it opens in 2020.

"From what I've learned so far I think it's going to be a game changer," Lekstrom says. "The ability to turn around a train, turn around a ship, the ability to move the sheer amount of grain we can move through is going to be interesting. I think we're going to change the way the grain industry works on the logistics side."

It's the kind of work he wants to be in.

"I try to align myself with people and companies that are industry leaders."

It's not just the port terminal project that's a big change for Lekstrom, there's also the location. The West Coast is a major difference from the construction site in the Arctic where he last worked. And as the new dad to an 8-month-old baby, he's enjoying being closer to home.

"Being home every night is kind of nice," he says.

MAKING TRANSITIONS ON THE FARM

by Gerry Friesen from Signature Mediation for the Canadian Agricultural Safety Association

There are certain dreams and wishes we all have. Health, happiness, wealth. This is no different on the farm. The ideal farm is profitable, productive, and safe. When the time comes to pass down the farm we have worked for our entire lives, there can be feelings of trepidation and angst.

Transition and succession planning can be a scary thought. Maintaining relationships when a family business is involved in transitioning to the next generation can create unique challenges. Individual family members often have their own ideas of what a successful transition may look like.

The absence of clear and understood goals will see people working towards their own agendas, resulting in conflict and lack of progress. As in so many other areas of life, effective communication is essential in achieving mutual understanding and common goals. Conversations must begin well before the transition happens.

Strategies: (BASED ON WORK BY BACKSWATH MANAGEMENT INC.)

1. Have the conversation. Everyone talks, but are we really talking? Broaching difficult conversations can be challenging particularly if they involve significant emotions. Through effective communication people can address their deepest needs, wishes, and desires which leads to understanding and progress in the transition.

2. Set goals. It is important to set goals both as individuals and as a group. Be mindful that it is a good idea to separate family and business goals. Review and discuss goals, embrace common goals and work on coming together on differing goals.

3. Establish a vision. Decide and discuss what the future of the farm will look like. It can be beneficial to put the vision in a written statement - concise and to the point. The vision should encompass a comment about the values that form the basis of the business as well as what the business will be if it achieves its goals.

4. Accountability. As you work through the various components of your plan, make sure participants are held accountable for what is said and what is promised. Changing intentions in mid-stream will lead to disappointment, conflict, and, ultimately, disengagement and failure.



GREEN MARINE IN TROIS-RIVIÈRES

A G3 port facility is celebrating a milestone in helping to protect the environment.

G3 Trois-Rivières received its certification for the Green Marine program for 2018. Green Marine is an environmental certification program for the North American marine industry. It's voluntary and encourages facilities to reduce their environmental footprint. G3 was certified in these areas:

- Greenhouse gases and air pollutants
- Spill prevention
- Dry bulk handling and storage
- Community impacts
- Environmental leadership
- Waste management

G3 Trois-Rivières is a major port facility on the St. Lawrence River with 109,000 tonnes of storage. It takes delivery of grain by truck, rail and ship and loads it onto ocean-going vessels for shipment to customers around the world. G3 staff at Trois-Rivières tracked the facility's environmental performance through the Green Marine self-evaluation guides during 2018; an accredited external

agency verified the results in April of 2019.

"The results exceeded expectations for 2018. A prevention of water and soil pollution system has been put in place in 2019 and we plan to continue to improve our process for the coming years," says Patrice Magny, General Manager at G3 Trois-Rivières. "I would like to congratulate each of our employees for their involvement in this continuous improvement and to acknowledge the excellent work of Maxime Montplaisir and Kagwa Piché who were the leaders of the audit."

The program also offers recommendations, and facilities have to demonstrate year-over-year improvement in measurable ways to maintain their Green Marine certification.

G3 Trois-Rivières began its efforts toward the Green Marine Environmental Program in 2016. G3 Quebec City has been certified under Green Marine since 2009, and G3's other port facilities are working toward certification under the program.

As you contemplate change in your life, work on the connections you have with your family. Change can be difficult, however if a plan has been established the change can be managed and provide for a future beneficial to all.

With an increase in the complexity of farming operations, the various vagaries of relationships, or high emotions, it can also be beneficial to involve professionals in the

process. A professional has the experience to guide the process through potential challenges that can and will crop up.

G3 is a proud sponsor of the Canadian Agricultural Safety Association. This article from the Building Wellness on the Farm series was part of CASA Safety Week 2019. For more information, visit agsafetyweek.ca.

FROM FOOTBALL FIELD TO FARM FIELD: BEN HEENAN

Ben Heenan says his former career in professional football helped prepare him for the challenges of farming.

"Whether it's the work ethic that goes along with it or the discipline that goes along with it or just being able to have faith in the process, in football as well as farming, it always rewards resilience," he says.



The 29-year-old hung up his cleats in 2016 after a career that included three seasons and a Grey Cup championship with his hometown Saskatchewan Roughriders in the CFL, and a stint south of the border with the Indianapolis Colts in the NFL.

"I loved every moment of my football career. That's for sure. They treated me well."

But Heenan wanted to return to the family farm where he grew up, near Grand Coulee, Saskatchewan west of Regina. He works the land with his brother and father.

"I just felt it was good time to make that transition from football into farming. The timing was just right."

Heenan is also a familiar face at G3 Pasqua. Heenan and family deliver grain to the elevator just outside Moose Jaw and enjoy the service the modern facility offers.

"We've been dealing with G3 pretty much since they opened, their facilities are second to none," Heenan says. "Once you get on top of the scale, the pit, the turnaround is so quick and for us it just works from a logistics stand point."

"When it's a premier facility like that, it is nice to be able to deal with them," he says.

Back on the farm, Heenan is busy with spring spraying and, like most of his neighbours, keeping his eye on the skies.

"Like pretty much everyone else, just waiting on the rain now."



G3 - A RAPIDLY GROWING NETWORK

G3 is expanding across Western Canada with a growing network of grain handling facilities. Here's an update on the latest projects that will expand our reach and make our great customer service offering available to more farmers: all our high efficiency facilities can unload a Super-B truck in less than 5 minutes.

MAIDSTONE, SK

Construction is complete, and our newest high-efficiency elevator will celebrate its grand opening this summer.

WETASKIWIN, AB

The concrete is already poured, the silos are standing tall, and our first Alberta elevator is due to open later in 2019. The facility is already contracting grain for off-farm and forward delivery.

CARMANGAY & MORINVILLE, AB

These elevators are under construction and due to open in 2020. Now contracting grain for off-farm and forward delivery.

IRRICANA & STETTLER COUNTY, AB

G3 announced in March plans to build high efficiency elevators in two more Alberta locations, pending all necessary regulatory approvals. The facilities would also open in 2020.

CONNECTING THE LOOPS

All our modern high efficiency elevators are equipped with loop tracks. These allow trains to remain intact, under power and in motion while they're loaded – keeping the grain moving to market and allowing more delivery opportunities at the elevator. But what happens at the other end? G3 Terminal Vancouver will have a larger version of the loop track, which will accommodate three full unit trains, and unload each one quickly as it makes its way around the loop. Together, the loop-to-loop model will reduce by as much as half the time it takes trains to travel from Prairie to port and back again – adding to the efficiency of the grain supply chain. G3 Terminal Vancouver will open in 2020.

CONSTRUCTION MILESTONE

The concrete work at G3 Terminal Vancouver is nearly complete. That means they can soon shut down the on-site concrete plant. Producing concrete on-site has kept the equivalent of about 6,500 concrete trucks off the road!



SHIP LOADERS AT G3 TERMINAL VANCOUVER

The last step in our journey getting grain to market is loading it onto ships. G3 Terminal Vancouver began this spring installing the big ship loaders that will transfer grain into vessels for export. The three loaders will be able to swivel and extend, allowing them to reach all the hatches on most vessels.

G3 CONNECTION

Available free of charge to Canadian farmers

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

