



# G3 CONNECTION

CONNECTING G3 AND CANADIAN FARMERS

## CEO'S MESSAGE



We're starting harvest this year welcoming a couple of new additions to the G3 network.

Our new primary elevators at Saskatoon West and Melville, Saskatchewan began construction in April, 2017 and

were completed safely and on-time this summer. Thank you to the hundreds of area producers and families who attended our grand openings.

Now we have the opportunity to earn the business of more farmers with our great customer service offering. Convenient delivery opportunities, the industry's fastest truck unload times and friendly, knowledgeable staff are all features of G3 Saskatoon West and G3 Melville as well as all our other elevators in Western Canada.

Work is also underway on two more new elevators: at Maidstone, Saskatchewan as well as our first facility in Alberta, at Wetaskiwin. We look forward to being part of those communities, too.

Over the last few months I've had the opportunity to visit most of our operations, from the Vancouver terminal project to our Prairie elevators and our eastern Canada port terminals. I'm impressed with all staff's commitment to our vision, building a smarter path from farmers' fields to global markets.

It is rewarding to see more and more farmers become part of that vision, through their business with us and enrollment in the Farmers Equity Plan.

Thank you and have a safe and successful harvest.

*Don Chapman, CEO G3*

## OCTOBER 2018 IN THIS ISSUE

- CEO'S MESSAGE
- TWO NEW ELEVATORS CELEBRATE THEIR GRAND OPENINGS
- STAFF SPOTLIGHT
- SPEED, STAFF ALREADY IMPRESSING CUSTOMER AT NEW ELEVATORS
- CONSTRUCTION UPDATE: G3 TERMINAL VANCOUVER
- FIREFIGHTERS LEARN HOW TO RESCUE VICTIMS TRAPPED IN GRAIN
- G3 CYCLING FOR STARS
- G3 HELPS MAKE NEW FIRE HALL A REALITY
- G3 SPONSORSHIP HELPS KEEP SCORE



## TWO NEW G3 ELEVATORS CELEBRATE THEIR GRAND OPENINGS

Two brand new G3 elevators are fully and officially open in Saskatchewan.

Staff, customers and neighbours gathered to celebrate the grand opening of G3 Melville on August 14 and G3 Saskatoon West on August 15.

The back-to-back ceremonies drew hundreds of guests who were treated to tours around the new elevators, a delicious perogy lunch including G3-themed cupcakes, and remarks from local dignitaries.

Construction on the state of the art, high-efficiency facilities began in April, 2017 and was completed safely, on-time and on-budget. The new elevators at Melville and Saskatoon have a capacity of 34,000 tonnes and 42,000 tonnes respectively.

"Incredible new facilities like these and others across Western Canada are a big part of our vision – building a smarter path from farmers' fields to global markets," G3 CEO Don Chapman said.

Like other G3 elevators on the Prairies, the new facilities at Melville and Saskatoon West are able to unload huge grain trucks in a few minutes, and load 134-car trains under continuous motion on the loop track in a matter of hours.

The new G3 Melville and G3 Saskatoon West elevators are part of a growing network of G3 facilities in Western Canada. Two more are under construction, in Maidstone, Saskatchewan and the first G3 elevator in Alberta, near Wetaskiwin.





## STAFF SPOTLIGHT

**Courtney Blenkiron**  
Farm Business Representative  
G3 MELVILLE

There's a lot of 'new' in Courtney Blenkiron's life right now.

She started as a new G3 Farm Business Representative in November; she's working out of the newly-built G3 elevator at Melville, Saskatchewan; and she's a rookie farmer, having just started a wheat and canola growing operation with her husband, Devon. The couple also has a two year old daughter and five year old son.

"Time is always a challenge, both my husband I work full time and have two small kids, and the learning curve too," she says. "There's definitely lots to learn, it's more complicated when you're in it as a producer," she says.

Balancing all that can be a challenge and people ask her how she does it "all the time," but being a farmer and someone who does business with farmers also has its advantages.

"It helps me understand what some of their concerns are or what might be most important to them," she says. "I get the opportunity to do business with people that are also my neighbours and I see

them in the community and our kids go to school together and we curl at the same curling rink so that's really neat."

Part of the learning curve for Courtney over the last few months has been getting to know a brand new facility. G3 Melville finished construction this summer and started taking grain deliveries from farmers right away. A grand opening on August 14th helped introduce the elevator to its new neighbours and customers, but it had already earned a reputation in the area for speed, efficiency and great service.

"Word of mouth has been really key for us, we often get phone calls that say I talked to my neighbour or my friend gave me your number and we get talked about in coffee shops all over the place and everybody has good things to say about the facility itself and the staff here," she says.

That positive feedback makes the job – and all the other work she balances – a lot easier.

"When I feel like it's a bit overwhelming I just remind myself I'm pretty lucky to be overwhelmed with all of these things," she says.



## GETTING STARTED IN MAIDSTONE

Crews are laying the groundwork for another one of G3s next new high efficiency elevators. You can see the start of one of the big steel bins (left) and the preparations to pour the concrete silos at Maidstone, Saskatchewan. G3 announced earlier this year plans to build two more new elevators, one in Maidstone and one in Wetaskiwin, Alberta.

## SPEED, STAFF ALREADY IMPRESSING CUSTOMERS AT NEW ELEVATORS

Melville area farmer Tim Beres sums up his experience delivering to the new G3 elevator in just a couple of words.

"Lightning fast," he says as other area producers gathered to help celebrate the grand opening of G3 Melville on August 14th. Its sister facility, G3 Saskatoon West, had its grand opening a day later.

Both new elevators were already impressing customers with their ability to unload big grain trucks in less than five minutes, like other G3 elevators in Western Canada.

*"It's been fast and efficient, you get here and they dump the truck and it's quick,"*

says Saskatoon-area farmer Russell Novick. *"Time is money and I appreciate that,"* he says.

*"You can deliver a lot more loads in a day,"* says Melville area farmer Rod Wlok. *"Instead of one or two loads in a day for us it might be five or six loads in a day."*

"They can't believe it, they're barely in and out of their trucks and they've already got their ticket and they're ready to roll," says G3 Saskatoon West farm business representative Dione Sauer.

The staff at both new facilities is also making an impression on their customers and new neighbours.

*"The cleanliness, the efficiency, the speed and the staff: I really like that part,"* says Beres. *"I've been around this business awhile, delivered to a lot of elevators and I recognize a lot of familiar faces. So as a producer that's very important that I have somebody that I trust."*

Staff know that fast and friendly service is a winning combination with their customers.

"The farmers, they can come in, get unloaded quickly, friendly staff – they're happy," says G3 Melville General Manager Chris Downey.



# CONSTRUCTION UPDATE: G3 TERMINAL VANCOUVER



G3 Terminal Vancouver has completed its biggest concrete projects and has moved on to steel.

The state of the art grain export terminal is under construction in North Vancouver. They're still pouring concrete for foundations, roofs and building floors. But crews have finished pouring all the main structures, including 48 huge grain silos.

Now they're working with thousands of tonnes of steel to complete the silos, scale and cleaning buildings and other structures, and install equipment.

That includes supports for the system of conveyors that will carry grain from where it's unloaded from trains, through weighing, cleaning and storage, and finally into ships for export.

Much of the structural steel is arriving by water instead of by road, to avoid causing traffic disruption in the area.

A big delivery this summer: the massive scales for weighing grain. The two scales can each continuously weigh 3000 tonnes of grain per hour. How much is that? If it were wheat, it would be enough to make 3.6 million loaves of bread!

G3 Terminal Vancouver is a next-generation grain export terminal, and the first to be built in Vancouver since the 1960s.

It will include a railway loop track that will accommodate three 134-car trains and unload them in continuous motion – allowing them to return quickly to the Prairies for another load and keep the grain moving.

G3 Terminal Vancouver is expected to start taking in grain in 2019, and be fully operational in 2020.

## FIREFIGHTERS LEARN HOW TO RESCUE VICTIMS TRAPPED IN GRAIN

The Canadian Agricultural Safety Association (CASA) is spreading more than just awareness about grain entrapment.

CASA's BeGrainSafe trailer has been criss-crossing the country since January, 2017 offering a realistic demonstration of the potentially fatal risk of becoming trapped in grain.

But CASA is also using the display to train rural firefighters in the specialized techniques and equipment required to rescue victims trapped in grain. Since April, 2018 the BeGrainSafe trailer has helped train 36 firefighters in Alberta, Saskatchewan and Ontario to become instructors in grain rescue. They have gone on to train hundreds more

rural volunteer firefighters in the life saving skills.

The BeGrainSafe trailer has a built-in silo, and a crane to lower a 'victim' into the grain. A 'rescue' crew of at least 2 demonstrators works to free the victim by assembling a steel rescue tube around him. This stabilizes the grain, and then a small auger is used to remove the grain from inside the tube until the victim is freed.

The firefighters being trained take turns playing the role of victim, and CASA says the experience is a real eye-opener for many.

"They have no idea how quickly someone sinks in the grain," until they experience it first hand, says

CASA's Rob Gobeil.

Much of CASA's mission with the BeGrainSafe trailer is focused on awareness and prevention, so that these kinds of accidents can be avoided in the first place. But the rescue training is adding another layer of safety.

"It's much like having a good insurance policy," says Gobeil. "It's something you don't want to have to use."

G3 is a major sponsor of CASA's BeGrainSafe trailer and is providing funding to equip 10 rural Saskatchewan fire departments with grain entrapment rescue equipment, once they've completed their training.



Firefighters doing grain rescue training in Rocky Mountain House, Alberta. (CASA)

# G3 CYCLING FOR STARS

A pair of G3 employees will be riding hard to raise funds for a life-saving service on the Prairies.

They're part of the Ryde the Hangar – Twin Attack challenge this fall to raise funds for the STARS air ambulance service.



Farm Business Representative Dione Sauer and Administrative Assistant Alison Strayer are representing G3 at the event in October at the STARS Saskatoon helicopter hangar. It will be transformed into a one-of-a-kind spin studio where participants who gathered fundraising pledges will ride stationary bikes in support of STARS.

G3 is pledging to match all G3 employee contributions to help Dione and Alison reach their fundraising goal of \$2000.

STARS operates helicopter air ambulances throughout the Prairies, where they are considered a critical lifesaving link for seriously ill or injured people in rural areas. STARS relies on donations and community support to fund some of its operations.



## G3 HELPS MAKE NEW FIRE HALL A REALITY

A Manitoba community is better protected now, thanks to the hard work of the local municipality and community sponsors including G3.

A new fire hall opened in Ste. Agathe, Manitoba in September. The facility in the Municipality of Ritchot, just south of Winnipeg, will house a pumper truck and be operated by 15 local volunteer firefighters. The hall will provide fire and rescue service to a rapidly growing community of more than 1000 people, says Ritchot Chief Administrative Officer Mitch Duval.

Part of the effort of getting the new fire hall built included seeking support from businesses in the area to cover some of the construction cost. G3, which operates a primary elevator in nearby Glenlea, was among those who answered the call and became a sponsor of the new facility.

"It was great to see companies like G3 coming forward with generous donations," says Duval.

The new fire hall held its grand opening on September 20th.



## G3 SPONSORSHIP HELPS KEEP SCORE

G3 is helping keep score in one of the communities we call home.

G3 contributed to the cost of a new scoreboard at MacGregor Collegiate Institute. MacGregor is about 35 kilometres west of Portage La Prairie, Manitoba, near the G3 Bloom primary elevator.

The school's old scoreboard was 20 years old and not able to keep up with the fast pace

of activities in the school gym, which is also a hub for community activity. It's used on a daily basis for physical education classes and all the intramural and extracurricular sporting teams.

"MCI has a rich athletic history that we would like to see continue," says Principal Kyle McKinstry. "MacGregor Collegiate thanks G3 Bloom for their generous donation to our scoreboard campaign".

### G3 CONNECTION

Available free of charge to Canadian farmers

Contact G3: 204 983 0239 | Contact your local elevator: [g3.ca](http://g3.ca)

