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WORKPLACE

TRANSPORTING OIL:
RAIL VS. TRUCKING

THE SWEET SUCCESS OF
WOMEN IN BUSINESS

BUSINESS & INDUSTRY

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Saskatchewan



GLOBAL TRANSPORTATION HUB:

Canada's Premier Inland Port



Diesel fuel and personal income tax generated
\$29.2 MILLION

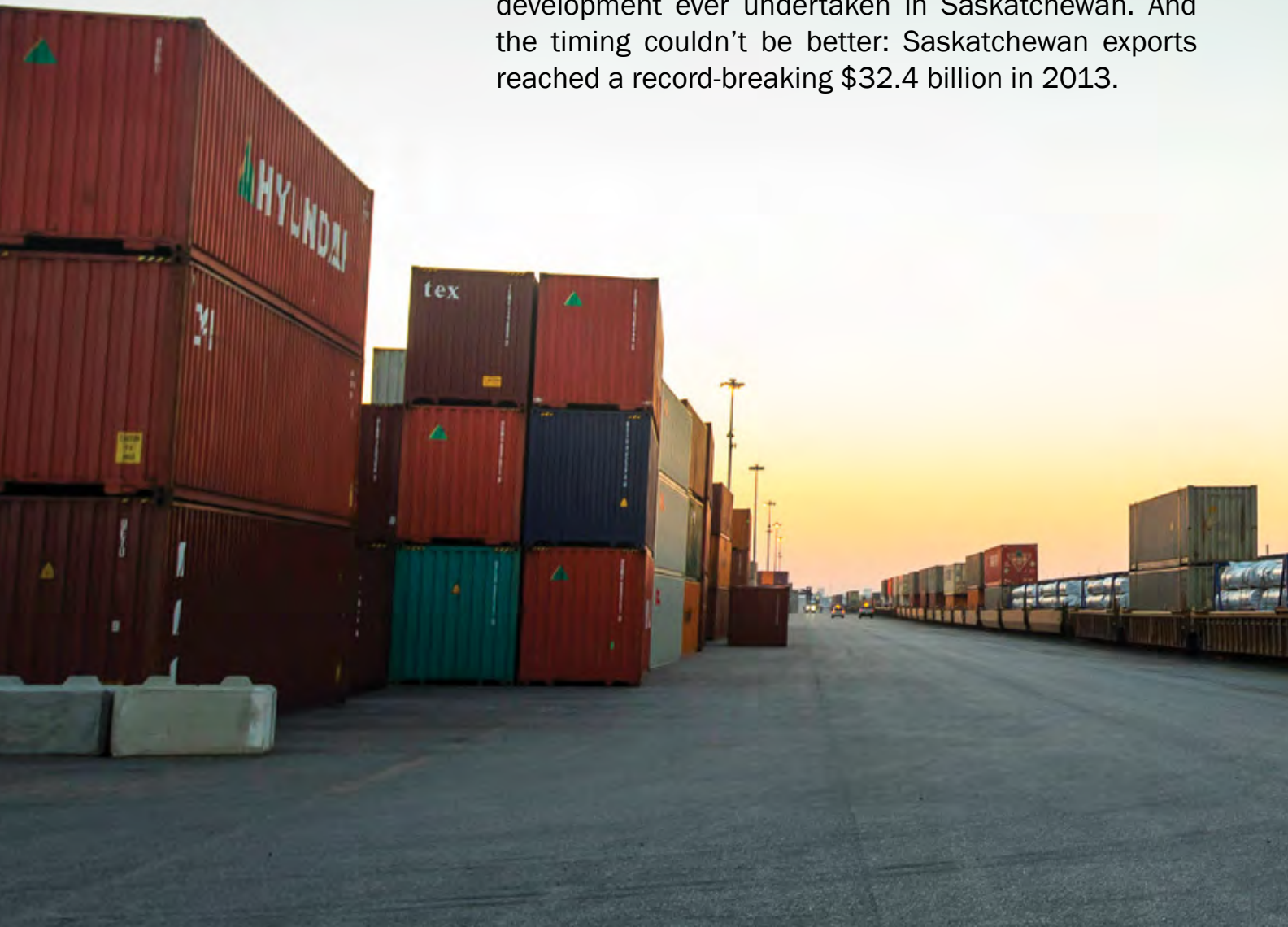
/ **>730**
full-time jobs exist on site

GLOBAL TRANSPORTATION HUB

CANADA'S PREMIER INLAND PORT

BY TOBIE HAINSTOCK PHOTOS COURTESY GLOBAL TRANSPORTATION HUB

Western Canada's dramatic growth as an economic powerhouse has created new and exciting opportunities in many sectors. Witness the explosive growth of the Global Transportation Hub (GTH) just west of Regina – arguably the largest transportation and logistics development ever undertaken in Saskatchewan. And the timing couldn't be better: Saskatchewan exports reached a record-breaking \$32.4 billion in 2013.





4,600
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What is the GTH?

The GTH is the developer, maintainer and regulator of the 1,700-acre footprint. Much like a municipality, the GTH is responsible for all aspects of the footprint, from community planning to enforcement.

Specifically designed for organizations in warehousing, distribution, transportation and logistics, as well as light processing and manufacturing, the GTH offers

a strategic location for these business operations. Everything from the property design, roadways, zoning and bylaws has been crafted to help their products reach domestic and international markets.

“The GTH is an opportunity to bring transportation needs together... the opportunity to have rail and the national highway system co-located with large distribution centres, large shippers and Saskatchewan producers,

all in one key transportation link,” explains Bryan Richards, president and CEO of the GTH.

“The GTH offers land for sale or lease to support these business uses. We try to differentiate ourselves, because honestly, land can be purchased in any jurisdiction,” says Richards. “We offer clients a true single point of contact to work through their development and operating requirements — a unique value



proposition that gives us the flexibility to tailor supply chain solutions.”

Who are the Clients?

The GTH’s first two clients and key anchor tenants include Loblaw and CP Rail. It was 2007 when CP announced plans to update its rail intermodal facility and move it from Dewdney Avenue downtown to the outskirts west of Regina. Loblaw wanted to be close by the railway and after careful review, chose to co-locate next to CP’s intermodal facility and build a world-class distribution centre to serve Western Canada at the GTH.

Currently, other clients at the GTH include Fastfrate, Emterra Group, SLGA, Morguard Investments and SaskPower.

In addition to co-location opportunities with the two largest clients on site, the GTH is also able to accommodate clients of a variety of sizes. GTH’s business development efforts are ongoing with announcements of new investments anticipated in 2015.

What does the GTH Offer?

Unlike traditional land options, the GTH is a greenfield environment that allows clients the flexibility to seek property solutions unique to their needs. “Our approach is to work with each client to create a solution coordinated with their supply chain vision,” states Rhonda Ekstrom, vice president of Business Development.

“We’re an autonomous and self-governing authority, so when clients come to us, there’s one team for them to work with from concept to operations. We can streamline processes to help clients move quickly through activities such as development plans and permitting,” explains Ekstrom. “This efficiency drives a higher return on investment while guaranteeing investors are dealing directly with the final decision makers.”

Ekstrom says the GTH is made up of a core team with a focused mandate. “We rely on the talents of private industry to be a part of our extended team and help us efficiently and effectively deliver services



▲ L-R The GTH’s Rhonda Ekstrom and Bryan Richards
PHOTO COURTESY Calvin Fehr

to our clients. These partnerships extend across our organization —from business development to land development and ongoing maintenance.

The GTH’s logistically superior design, which includes extra wide double-lane roadways, allows for the safe, efficient and effective movement of goods by both rail and truck. “We spent time listening to the industry and the challenges associated with moving large trucks. The GTH offers a safe and reliable environment that is easily accessible for even the longest combination vehicles,”





▲ Emterra Recycling and ▼ Loblaw, with its 1 million sq. ft. distribution centre, are among the seven clients at the GTH.

Ekstrom adds. At present, the GTH sees about 4,600 weekly truck movements.

In existence for merely five years, the GTH is a growing community of engaged businesses. “We invite our clients to have a voice and help us design the future. Understanding our collective needs drives informed investments in infrastructure, services and innovations that bring benefits for all,” says Ekstrom.

Increasingly, Richards also believes the tight-knit community is important for

achieving business synergies. “We’re seeing more opportunities to share services such as transit, as well as connecting clients on import/export opportunities.”

How Does the GTH affect Saskatchewan’s Economy?

The GTH has been described as a generational investment for Saskatchewan by setting the province on the world stage. About 70 per cent of what Saskatchewan produces is exported; transportation infrastructure, including

What Do the GTH Clients Have to Say?

As a business owner and entrepreneur, I am always looking at the strategic and operational value of the location to the overall business. This is why Emterra’s first operation in the province of Saskatchewan is located at the GTH. It fits everything we’re looking for. The GTH allows our finished product to be delivered to the market in a fast and cost-effective manner, which is of utmost importance. The GTH team took the effort to learn about



our business so they could find ways to add value to our business and expedite the development of our new facility.

— Emmie Lueng, CEO
Emterra Group

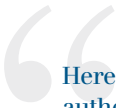


From start to finish, the GTH Crew was a very innovative group of people. The infrastructure the GTH has sparked on the west of Regina is phenomenal, when we think about the West Regina Bypass and just the fluidity of the truck traffic in and out of this area that occurred in such a short period of time. We’re



definitely not landlocked and the growth expansion and opportunities are limitless.

— Kelly McIvor,
Manager, Intermodal
Facility in Regina,
Canadian Pacific Railway



Here, at the GTH, you're dealing with one application and one governing authority. It's a place for this sector to really find its connections, its services, the road network, and the railway — all of those things that service this sector. We saw a plan, we saw a vision, and with the infrastructure and services being planned here, it's clear it's going to serve the logistics sector for a long time to come. We're just really, really happy to be a part of it.



— Margaret Knowles, Senior VP of Development, Morguard Investments Limited



Not only did the GTH help us secure the property and come to some terms about the land, they've helped us in terms of the logistics of the site and its development. The location is absolutely perfect for us. At the end of



the day, SLGA felt the GTH location provided us the best level of service and land location to build the future of our business. Two of our main pillars in SLGA are continuous improvement and customer service. We believe moving to the GTH is going to allow us to achieve both.

— Lee Auten, VP, Partnerships and Supply Management, SLGA

the GTH, is critical to driving economic success and helping sustain the economy long-term.

Ekstrom points out the impact of each new investment reaches beyond the GTH boundaries: "Each client brings new job creation and stimulates further economic activity." Currently, more than 732 full-time jobs exist on site (not including hundreds more involved in the construction of the hub and its clients) and that number will continue to rise as the GTH grows.

Additionally, the GTH boasts about \$485 million in private investment, \$16 million in additional diesel taxes and nearly \$13 million in additional income taxes.

A Big Vision

"Our vision is to be recognized as Canada's premier inland port," states Richards. The GTH is also striving to gain recognition in becoming an internationally recognized model for transportation infrastructure achievement that is also financially successful in its own right. ■



thegth.com

▲ The GTH's close proximity to the national highway system and rail access allows for efficient and effective movement of goods.

◀ L-R The GTH's executive team includes Robin Litzenberger, Bryan Richards, Rhonda Ekstrom, and Matt Schroeder

PHOTO COURTESY Calvin Fehr