

Customer Profile - Sumitomo Canada Ltd.

Sumitomo Corporation of Americas (SCOA) is an integrated global trading company with diversified investments in businesses involved in manufacturing and marketing of consumer products, providing financing for customers and suppliers, coordination and operation of urban and industrial infrastructure products, providing transportation and logistics services, developing natural resources, distribution of steel and other products, and developing and managing real estate. SCOA has operations in a wide array of businesses, organized into six industry focused segments, namely Tubular Products, Steel & Non-Ferrous Metals, Machinery & Power, Chemicals & Electronics, Living Related Business, and Mineral Resources & Energy.

Sumitomo Canada Limited (SCL) imports long rails from its supplier in Japan. SCL's customers are welding the imported rails at their welding facilities located in Winnipeg. Once the railcars loaded with rails arrive at the plant, rails are directly unloaded onto the welding table. Once welded, the rails become a Continuous Welded Rail (or CWR) that will be moved to the installation site, anywhere on its customers' network.

Sumitomo Canada Limited

For more than 30 years, Sumitomo Canada's railway products team has been meeting the needs of the Canadian railway industry by providing the highest quality products such as rails, cross ties, tie plates, axles and wheels.



Squamish Terminals has been working with SCL for over a year bringing the long rails through the Terminal; unloading vessels, storing the cargo and loading the cargo to railcar for transportation to final destination. "We are proud to partner with Sumitomo Canada Limited as an integral part of their supply chain to meet the needs of their customers", says Joe Webber, Vice President Operations.

Our business at a glance

Squamish Terminals (SQT) is a deep-water, break-bulk terminal situated at the north end of Howe Sound - just 32 nautical miles north of the Port of Vancouver. SQT has been in operation since 1972.

With an intermodal transportation infrastructure (including access to rail, ocean and truck), 2 berths, 3 warehouses, specialized handling equipment and an experienced team, SQT efficiently imports and exports cargo worldwide.

SQT is a wholly owned subsidiary of Grieg Star AS (based in Bergen, Norway).

Break-bulk cargo refers to goods that must be loaded individually, not in shipping containers or in bulk as with potash and grain.

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