Squamish Terminals

Squamish Terminals Moves Canada’s Forestry Supply Chain

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LOCATED JUST NORTH OF VANCOUVER, SQUAMISH TERMINALS’ EXPERTISE IN BRITISH COLUMBIA’S FORESTRY LOGISTICS OPERATION ADDS VALUE TO CANADA’S SUPPLY CHAIN INDUSTRY

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FOUNDED IN 1972 AS SQUAMISH TERMINALS LTD., the company is celebrating its 40th anniversary as one of North America’s leading forestry break-bulk logistics terminals. Fortunately for Squamish and CEO Ron Anderson, the company has much more to be celebrating, thanks to its dedicated employees and unique offering in Canada’s supply chain industry.

“We’re pleased to have a terminal in the region that has deepwater access and the ability to specialize in highway and rail,” Anderson says. “We run a very

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RON ANDERSON, SQUAMISH TERMINALS CEO
efficient operation, and we’re proud of how far we’ve come as a company.”

The proof is in the pudding; Squamish Terminals has handled more than 22 million tonnes of cargo including forestry, steel and special project cargo. With a customer-centric focus on customizable solutions, particularly within the forestry industry, and simple access to road, rail and ocean, Squamish Terminals will be in the Canadian logistics business for a long time.

“Our success is felt far beyond our company; Squamish Terminals is a valuable resource not only for our local community and the region, but nationally and internationally as well,” Anderson says.

Squamish Terminals handles export forest products for more than 20 communities in the provinces of British Columbia, Alberta and Saskatchewan. In many of those communities, forest product is the primary industry and employer. The terminal is also a marine gateway with cargo exported through the facility to more than 20 ports worldwide.
Building Partnerships

Britco believes that what we do today creates the foundation for dynamic and thriving communities tomorrow. Building innovative partnerships is at the core of everything we do.

An industry leader in the innovative application of modular building technology, we help people rethink what is possible in building design and functionality.

New ideas and innovative thinking – it’s what successful award-winning partnerships are all about.

A SMART (AND MODERN) SUPPLY CHAIN

The company traces its history back to the 1960s, as Canadian logistics authorities decided to extend the British Columbia Railway north of Vancouver to help address the pulp production explosion.

Grieg Star Shipping took advantage of this opportunity in the early 1970s, through its development of Squamish Terminals in 1972. “One of the reasons that Grieg Star Shipping originally chose this spot is that it offered the closest deep-sea..."
location for servicing northern British Columbia,” Anderson explains. “We were the first point of contact for where the rail meets the ocean. It was reducing the time and reducing the distance, and that was really one of the big advantages at the time, and it’s continued to pay dividends to our company.”

According to Anderson, having a terminal dedicated to flexible and customizable forestry shipping solutions has enabled Squamish to grow into the successful logistics operation that it is today.

District of Squamish Mayor Rob Kirkham echoed those sentiments.

“Located halfway between Vancouver and Whistler, the Municipality of Squamish is ideally positioned for manufacturing and related services business,” Kirkham says. “Proven relationships and an excellent multi modal infrastructure continue to facilitate effective movement of break-bulk
shipments with linkages to major markets in North America and abroad. To that end Squamish Terminals has played a vital role in our community for 40 years and is an important economic generator.”

Of course, Squamish Terminals’ competitive advantages within the break-bulk shipping industry go beyond having a smart location. Squamish Terminals has a proprietary Cargo Tracking System, and continuously works on customizing the technology to fit its needs in the break-bulk business. Anderson says the company is working on a new system based off its Cargo Tracking System that adds further visibility into its supply chain operation.

“We are currently looking at a new wireless system that will help us get information directly
from the docks, warehouses and eventually out to our clients,” he says. “Getting up to speed on a system that gives us accuracy, speed of information and accessibility is a huge focus for supply chain managers around the world, and we’re working to stay ahead of the field.”

**SUSTAINABLE PUSHES**
Offering a breath of fresh air in today’s business climate, Squamish Terminals goes above and beyond the environmental call of duty, putting together a system of sustainable audits that exceed government regulations. “We have quality control and environmental audits, which go beyond some of the regulatory requirements. We just see it as good practice,” Anderson explains.

“We track any waste materials all the way to the end of completion, so we know exactly where all the material is going. We’re more than happy to take an active role in helping our environment.”

Keeping with that sustainable approach, Squamish Terminals has taken an active role in
promoting the rejuvenation of Canada’s ocean life. The company works with the Department of Fisheries and Oceans and the local Streamkeepers to help promote the growth of salmon and herring populations in Howe Sound.

“Every year, together with our partners, we enhance salmon and herring habitats,” Anderson says. “It’s turned into a very successful program, and we’re very pleased with the results. Dolphins, whales and other marine life that we haven’t seen in years are starting to return to the area.”

AN EXCITING FUTURE
All that said, Squamish Terminals’ overall company outlook appears bright. With natural competitive advantages built-in, a focus on new technology and local outreaches to the environment, the company is in a good position to continue leveraging its current operation into future business.

Squamish Terminals recently renewed an agreement with CN Rail and its major customers Tembec, Canfor Pulp, West Fraser, Daishowa-Marubeni, Millar Western and Paper Excellence, something that has Anderson particularly excited about moving forward.
“This agreement allows us to better plan our transshipment of export pulp from rail to ocean-going vessel; including handling equipment and staffing required to operate the terminal. A more efficient supply chain will further enhance our service level to our customers and generate important productivity gains, Anderson says. All the stakeholders in this supply chain will benefit from increased efficiencies and collectively we are in a position to increase our share of wood-pulp markets worldwide.

“Lastly, for 40 years we’ve been an integral part of Canada’s forestry supply chain, none of which would have been possible without our customers, employees, suppliers, partners and community. For that, I would like to say ‘Thank You,’” Anderson concludes.