



# STREAMLINING LOGISTICS FOR CANADIAN AGRICULTURAL EXPORTERS

With over 20 years of agricultural transloading experience, WTC's seamless end-to-end process covers trucking, warehousing, transloading, and exporting. Our experienced team uses state-of-the-art technology and a global carrier network to efficiently transport your agricultural products from Canada's prairies to international markets.

Let WTC support you in getting your agricultural products to market more efficiently via the Port of Vancouver and help you ***ship simpler***™.



# RISING TO MEET CANADA'S AGRICULTURAL EXPORT DEMAND

Producers, exporters and the Canadian economy benefit when the infrastructure is in place to export grains and pulse crops in a variety of transport modes beyond bulk only. Meeting global demand requires a variety of shipping methods to be readily available for Canadian agricultural products.

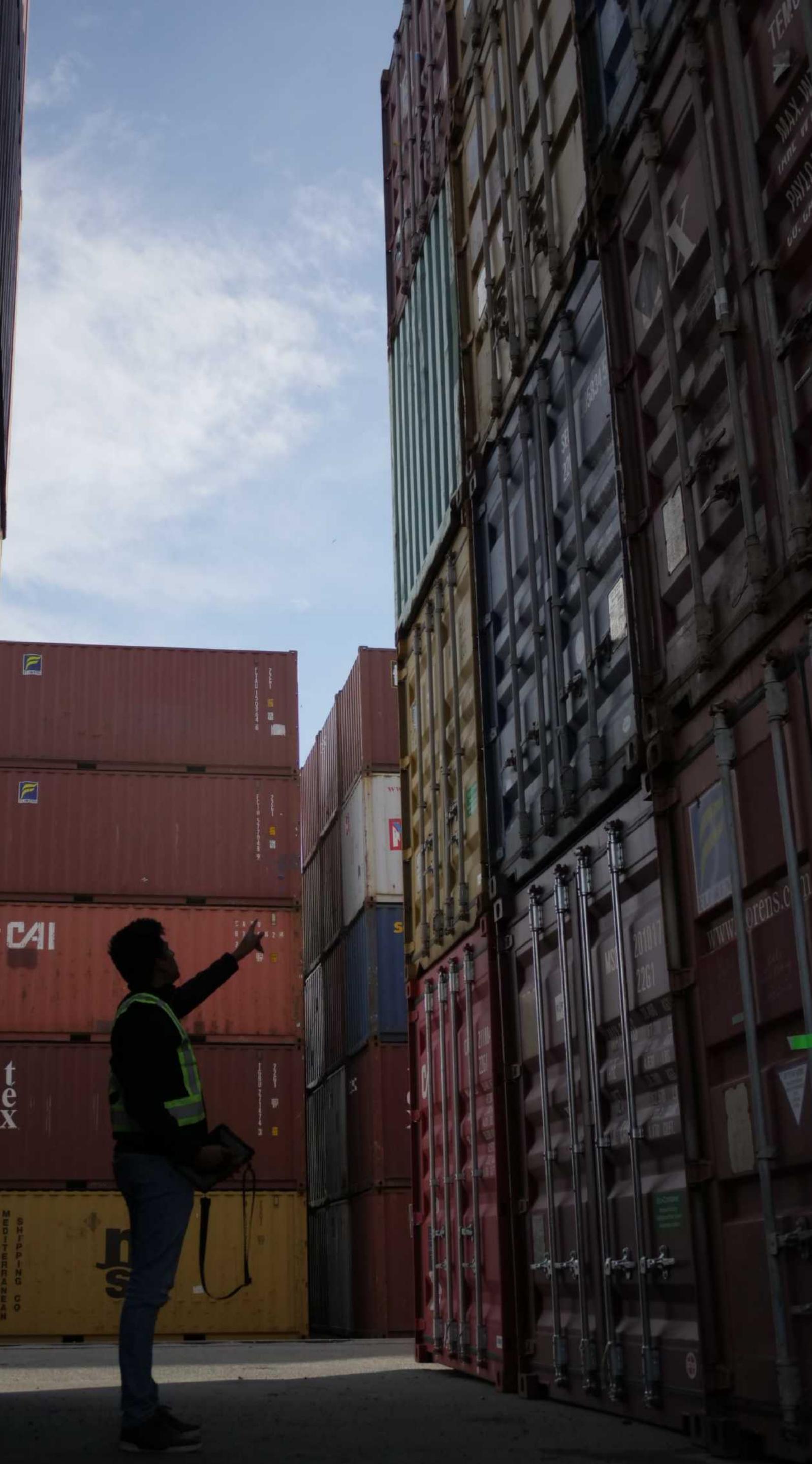
Containerized grain exports reached

**6.1** million metric tonnes in 2020

**163%**

increase in containerized grain exports since 2000

Through two+ decades of relentless innovation and automation, WTC has made grain and pulse crop shipping methods such as containerized and bagged exports more accessible and cost effective than ever before.



# WHY EXPORT VIA BAG OR CONTAINER?

When you partner with WTC for your agricultural transloading and export logistics, you benefit from greater market access, a value-added product and peace of mind that your products are being handled with utmost care.



## Access Larger Markets

Shipping via intermodal container allows you to reach larger quantities and a more diverse pool of buyers due to more manageable shipment sizes.



## Export A More Valuable Product

Containerized or packaged agricultural products are a more premium product, fetch higher prices and allow for the application of better branding, such as on bags.



## Better Protection From Spoilage

Shipping in sealed, smaller lot sizes reduces the risk of contamination or spoilage of product by pests, moisture and any other external elements.



# TERMINAL INVESTMENTS TO MEET YOUR NEEDS

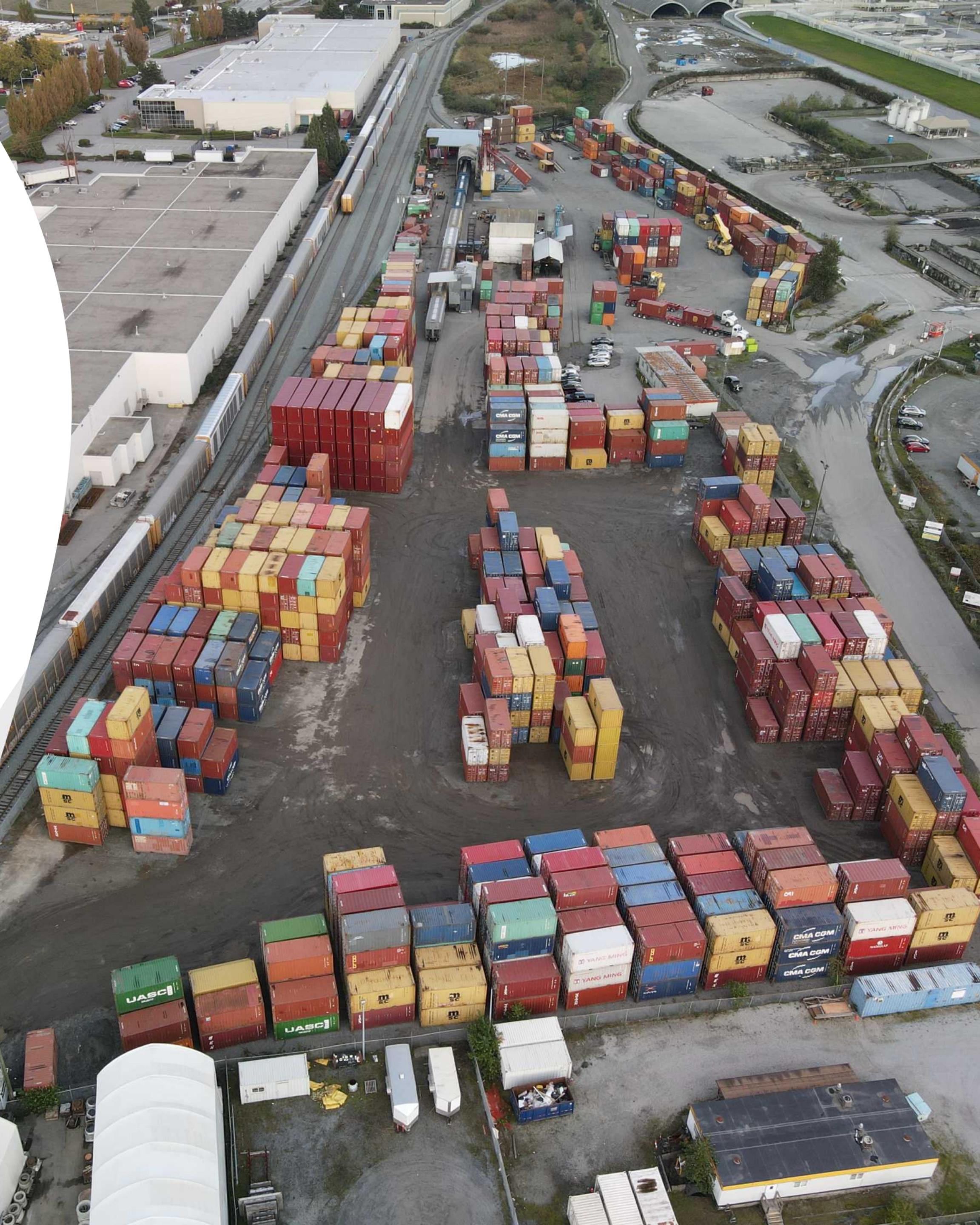
WTC's Lindsey Terminal facility is unique in Vancouver as the only bulk containerization site capable of handling unit trains with batches of over 100 cars, underscoring our commitment to improving and scaling our agricultural transloading capabilities.

**40,000+**

TEUs annual handling capacity through our post-expansion facility

**3,800**

linear feet of track



# LEADING THE INDUSTRY WITH THE HIGHEST ESG STANDARDS

Our team continues to innovate in order to reduce our ecological footprint and foster responsible business practices. This commitment allows us to serve our agricultural export partners effectively and sustainably, highlighting our dedication to environmental stewardship.



WTC's entire trucking fleet and terminal equipment run on EcoDiesel, slashing emissions by **99.29%**.



Auxiliary WTC rail shuttles using EcoDiesel operate across all rail terminals, increasing efficiency, slashing emissions and maximizing double-ended moves.



A unique gross vehicle weight (GVW) variance allows one truck to carry two agri-containers, reducing our trucking footprint by more than 35%.

# CUTTING EDGE DIGITAL INFRASTRUCTURE



We designed our proprietary logistics platform, *ship simpler*™, to truly make your customer experience as simple as possible. ShipSmpl manages everything at WTC from tracking, quotation and rate management, documentation, invoicing, terminal operations, automated communication and more.

## Unparalleled Visibility:

ShipSmpl provides real-time tracking of cargo and containers, ensuring transparency throughout the shipping journey.

## Quotation & Rate Management:

Access an active rate table database for instant quotations to simplify budgeting and planning.

## Documentation & Invoicing:

All documentation related to your shipments is available in the cloud and made easy with automated communications.

## Terminal Automation:

Driving efficiency at every turn, our terminal automation capabilities ensure accuracy of data and enhance operational reliability.



# WTC & SRY OUR SYNERGIES



To ensure we meet the needs of all our agricultural exporters, WTC Group cultivated a strategic partnership with Southern Railway of British Columbia Limited (SRY) at our Lindsey Terminal. Our collaboration highlights each organization's unique strengths, leading to increased efficiencies and expanding operational capacity.



## Unit Train Acceptance and Rail Expansion

Both WTC and SRY have developed facilities that accommodate unit trains from all Canadian and U.S. Class 1 railroads, allowing us to handle over 100 railcars in a single operation.

## Increased Loading Capacity and Speed

At WTC Group, we've dramatically increased our grain loading capacity through our investments in a new rail bulk handling system that boosts our rate to nearly 13 tonnes per minute at Terminal One. This system allows for direct transfer of grains and other crops from railcars into containers, accelerating the process and reducing time to market.

## Shortline Railroads for Greater Flexibility and Speed

Utilizing shortline railroads significantly enhances our operational flexibility and asset velocity. These smaller, secondary rail networks connect seamlessly with major railroads, allowing for more tailored services and faster routing options.

## Infrastructure Investments

WTC Group's strategic acquisition of additional land on Annacis Island enabled us to double the size of our rail terminal. This expansion increased our container storage capacity from 1,500 to 3,500 at Terminal One, further enhancing our ability to manage larger volumes of freight efficiently.

Our joint efforts have resulted in faster shipping times, greater flexibility in order handling, and minimized product loss, benefiting stakeholders in the agriculture industry and beyond.

# BULK CONTAINERIZATION SOLUTIONS

We set ourselves apart from competitors offering bulk containerization solutions through a custom-built containerization system. Our in-house R&D and engineering teams designed this technology for unprecedented speed and efficiency.

**Ultra-Fast Loading:** The system is fully automated, capable of loading 27,000kg of grain in just 2.5 minutes, reducing manual labor and the potential for human error.

**Advanced Technology:** The system uses hundreds of digital elements, including OCR cameras, RFID readers, and radar systems, to ensure a seamless and error-free loading process.

**Sequential Loading:** The system is capable of sequentially loading up to four containers, minimizing downtime between loads and significantly enhancing throughput.

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We further increase efficiency by loading grains into cleaned import containers, utilizing a strategy known as backloading. This approach avoids the costs and inefficiencies associated with Empty Container Repositioning (ECR), further optimizing the transportation process.



An aerial photograph of a port or industrial area. In the foreground, there are several shipping containers stacked in a yard. A yellow forklift is visible on the left. In the middle ground, a long train with multiple railcars is parked on tracks. A large industrial building with a flat roof is on the left, and a smaller building with a glass facade is in the center. The background shows a dense urban area with many trees and buildings, with mountains visible in the far distance.

# OUR CUTTING-EDGE BULK CONTAINERIZATION PROCESS

Explore our meticulous approach to handling grain and pulse commodities:



## **1. RAILCAR ARRIVAL AND POSITIONING:**

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We receive incoming domestic railcars delivered by SRY, loaded with grain from the prairies. They are shunted and positioned at the grain transloading station by our shuttle locomotives, which utilize EcoDiesel.



## **2. CONTAINER PREPARATION:**

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We thoroughly clean agri-containers (20' containers) to ensure they are ready for grain loading.



### 3. CONTAINER MOUNTING:

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Our team mounts the cleaned agri containers on the transloading station.



### 4. CONTAINER TILTING:

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Containers are raised to a 45-degree angle to facilitate optimal grain loading.



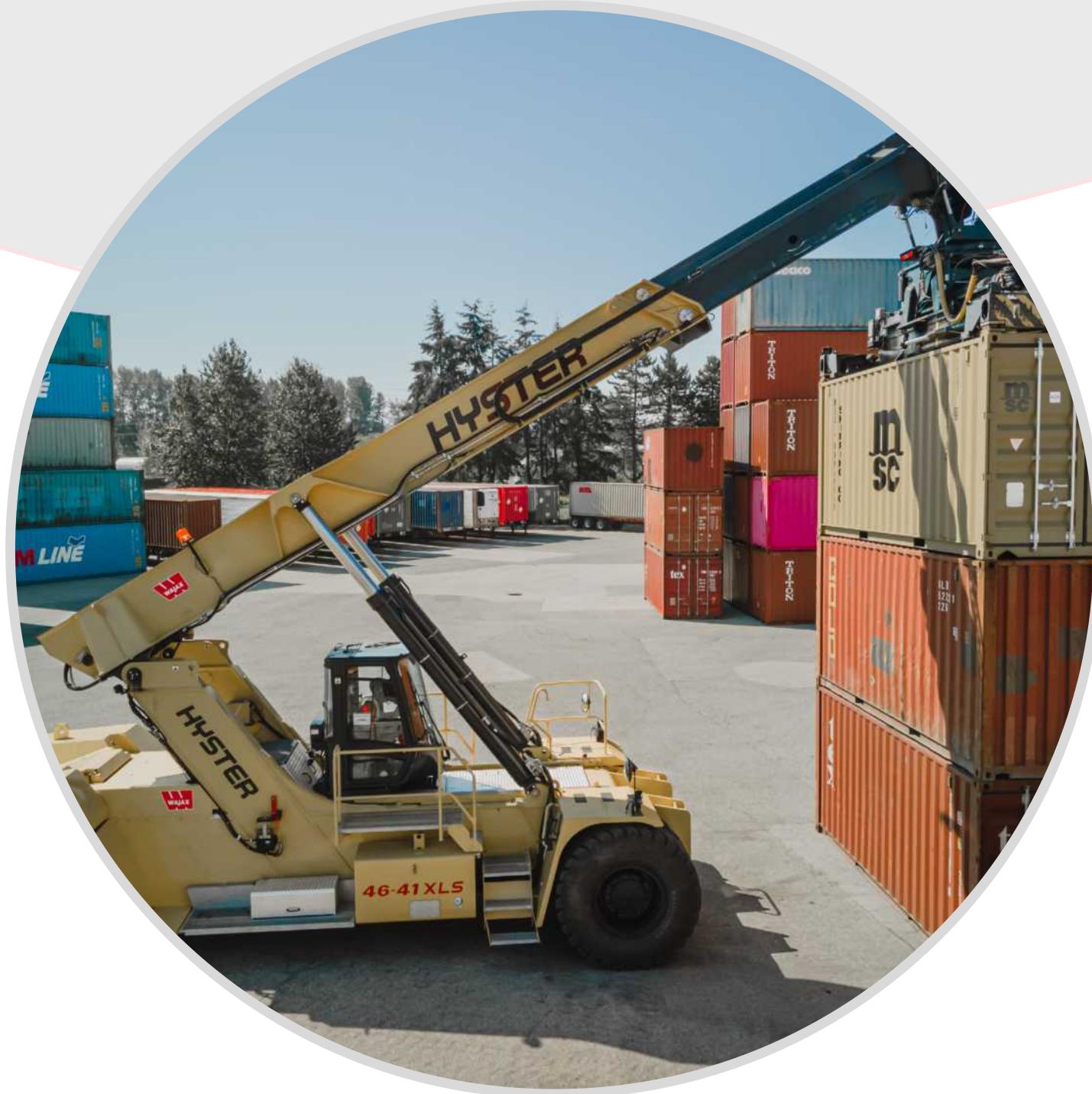
## 5. GRAIN LOADING:

Using our advanced logistics tools, the bulk grain is transported up an elevator from the domestic railcar and efficiently directed into the container, filling each container in only 2.5 minutes. The process handles 4 containers in sequence to minimize downtime.



## 6. CONTAINER SEALING:

After loading, we ensure containers are securely sealed to maintain the integrity of the commodities during transport.



## 7. CONTAINER HANDLING AND STACKING:

Next, we move the containers to a depot area where they are systematically stacked.



## 8. TRANSPORT TO PORT:

Finally, our EcoDiesel-powered trucks transport the sealed containers to the port. These trucks have a GVW (Gross Vehicle Weight) variance allowing them to haul two containers at once, enhancing transport efficiency.

# BULK-TO-BAG SOLUTIONS

At WTC Group, we pride ourselves on offering the largest pulse crop bagging capacity on Canada's West Coast.

Our facilities are equipped to handle various bag sizes, from **15kg to 1350kg**, allowing us to cater to different market demands and specifications. Our efficient bulk-to-bag system ensures a loading time of **less than 50 minutes for a full container**, allowing us to process **over 40 containers per day**.

Whatever your requirements, we are equipped to efficiently and effectively meet your high-volume bagged export demands.



# BAG-TO-BAG SOLUTIONS

Our bag-to-bag solutions are designed for optimal efficiency and speed, boasting a loading time of less than 45 minutes per container. With our experienced team and our advanced systems, we are able to load over 50 containers per day.

We offer unparalleled bag-to-bag transfer solutions thanks to our custom-built mobile conveyors, which feature hydraulic splitters for touchless stacking. This allows us to minimize manual handling, reduce human error, and increase safety. Additionally, our innovative container tipping technology allows for a 15% increase in load capacity, leading to optimal space utilization and reduced transportation costs.



# WTC'S EXTENSIVE TRANSLOADING SOLUTIONS

As a leading logistics service provider with deep roots in transloading Canadian commodities, our experienced team currently handles over 50,000 containers and one million+ tons of cargo annually. This achievement is part of our continuous growth, highlighted by a 30% compound annual growth rate (CAGR) in capacity, fueled by ongoing investments and research and development.

You can trust us to simplify your supply chain and enhance efficiency at every step.



Ocean Freight

Trucking



Warehouse & Container Depot

# COMPANY LEADERSHIP YOU CAN TRUST



**BRIAN ATKINS,  
PRESIDENT & FOUNDER**

Brian Atkins has established himself as one of the most reliable and trustworthy players in Canadian logistics in a career that spans more than four decades. After founding and selling a series of profitable businesses, Brian leveraged his deep knowledge of Canada's agricultural landscape to create Western Transloading Corporation — now known as WTC Group. Brian's ethics, demeanor and years of experience have been fundamental in crafting what WTC Group is today and where it's headed in the future.



**JORDAN ATKINS, VICE  
PRESIDENT**

Jordan Atkins has spent more time in and around WTC Group than any other employee, save for his father. He spent his childhood summers working his way through the ranks at WTC before attending university. Once he joined WTC's ranks, he quickly catalyzed WTC's growth and influence within the logistics industry with the modernization of WTC's business. For the past several years, he has spearheaded the technological and strategic projects that have helped WTC grow into the well-oiled machine it is today. With both eyes always gazing towards the future, and an ability to solve any and every problem thrown his or his customer's way, Jordan is excited to leave his mark on the organization Brian built.



**RAVIN DAVOUDI, DIRECTOR  
OF FREIGHT SOLUTIONS**

Ravin Davoudi is a seasoned logistics professional with more than 20 years of international experience in inbound and outbound logistics. He is an entrepreneur who helped found and grow two profitable freight forwarding business operations throughout Europe and the Middle East. Ravin joined WTC Group at an inflection point in the company's growth and has quickly become an invaluable asset to the organization. Overseeing a team of sales, freight forwarders and customer services representatives, Ravin has proven himself a world-class expert when it comes to the movement of containers.



**JASWINDER SAROYA,  
DIRECTOR OF OPERATIONS**

Jaswinder Saroya spearheaded WTC Group's takeover of CPT Vancouver along with Michael Liddle. With close to three decades of logistics and transportation management experience at companies like Hudson Bay and Container World, Jaswinder has overseen thousands of employees and currently manages WTC's fleet and commercial operations. Prior to his experience at transloading facilities, Jaswinder developed his industry expertise in retail merchandise, trucking, and transportation. His depth of knowledge and experience in terminal operations will continue to be a keystone of WTC Group's success moving forward.

**AMARDEEP BHINDER,  
TRUCKING MANAGER**

Amardeep is a seasoned logistics and trucking veteran, having worked at Evergreen Shipping and KTL Trucking before joining WTC Group in 2020. A graduate of Centennial College in the Business Accounting department, Amardeep has laid down roots in Vancouver, with stops in Toronto and India before that. A lifelong learner, Amardeep brings his in-depth knowledge and expertise to the leadership team.



**DIPESH PAREKH,  
DIRECTOR OF R&D**

Dipesh boasts an extensive range of technical skills and a diverse professional background. Born and raised in Vancouver, he has held pivotal roles such as CTO and Project Manager across startups and major corporations. Additionally, his consultancy experience includes work with multinational giants like Pfizer and Deutsche Bank, enriching his expertise and broadening his industry impact.

# COMPANY LEADERSHIP YOU CAN TRUST

## **DON WEN, DIRECTOR OF ENGINEERING**

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Don Wen has been a cornerstone of innovation and excellence at WTC. His profound expertise in engineering principles and his visionary approach to mechanics, hydraulics and electronics have been instrumental in propelling WTC to the forefront of the logistics industry. Don's innovations have fostered a culture of creativity and precision, leading his team to develop groundbreaking machinery that sets new industry standards. Under his guidance, the engineering department has achieved remarkable feats in design and functionality, making WTC a beacon of technological advancement.



## **MICHAEL LIDDLE, DIRECTOR OF HUMAN RESOURCES**

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Michael Liddle has consistently demonstrated exceptional leadership and a profound understanding of organizational dynamics. His ability to balance the strategic needs of the company with the well-being of its employees is unparalleled. Michael's initiatives in talent acquisition and development have significantly enhanced workforce productivity and morale, directly contributing to the company's success. Known for his empathetic approach and innovative problem-solving skills, he has created a workplace culture that fosters inclusivity, collaboration, and professional growth. His efforts have not only elevated WTC's HR department but have also been a driving force in shaping the company's positive and dynamic work environment.



# THANK YOU

Enabling Canada's Agricultural Exporters to *ship simpler*™.

[www.wtcgroup.com](http://www.wtcgroup.com)

