

Bringing value to customers: innovative mills services from QSL



Québec-Beauport terminal.

As a long time partner and key player in the handling and transshipping of iron ore, QSL has now extended its scope of services provided to customers. “Overtime, our expertise has grown and

our relationships with our clients have really become partnerships,” says Geoff Lemont, VP Sales and Marketing – Bulk Division at QSL. This is how additional services such as iron pellet screening have

taken place on the docks. This procedure reduces fines, therefore offering added value to clients.

The traditional expertise of handling iron ore, combined with new senior



The iron pellet screening process in operation.



Operations in Beauport.

management originating from the steel industry and the problem-solving culture of QSL, has led the company to develop a new service in the Great Lakes: briquetting. This method produces metallurgical furnace briquettes that reduce landfill waste. “Our client was faced with a challenge pertaining to waste material. We have conducted several conclusive tests to date and are very thrilled with the idea of offering this service shortly to our clients. This service will reduce costs, save money and is a great example of circular economy,” says Venkat Saranadhi, VP, Mills Services at QSL America.

The steel industry is being very proactive in addressing sustainability challenges. Briquetting will now be among the solutions to achieve great results. Indeed, this recycling process makes a positive impact on the environment and on the bottom line.

QSL is really enthusiastic to see its service offer extend to also help clients on their premises by offering mill services. “This tailor-made solution philosophy has always been in the DNA of QSL and I am very proud to see the company extend its services and bring our business relationships to a new level. Bringing value to our customers, this is exactly what QSL is all about,” concludes Robert Bellisle, President and CEO of the company.

ABOUT QSL

QSL is a world-class maritime terminal operator and stevedore, which develops tailor-made solutions to offer innovative handling methods, while paying careful attention to the cargo and listening to the specific needs of the customer.

QSL
TAILOR-MADE SUCCESS

1300+
Employees

35+
Terminals

CERTIFIED GREEN MARINE CERTIFIED
GREEN MARINE

QSL is a world-class maritime terminal operator and stevedore specialized in developing innovative, tailor-made handling solutions. We treat cargo with care, listen closely to our customers and are committed to making a difference in the communities where we operate.

SAFETY HEALTH AND SAFETY:
FOR OUR PEOPLE, BY OUR PEOPLE.

qsl.com