

# **A.C. (CLAY) DOWLING**

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Alan Clayton Dowling was born in Toronto, Ontario. At an early age his parents moved to Winnipeg, Manitoba where he was raised and educated. He sought employment in an industry of interest and excitement and found it in the transportation industry.

Shortly after the rail strike in the early 1970s, an opportunity was presented at a pool car forwarder. Westway Forwarding was a young company that provided for and satisfied the ambitious; after several operational roles he became operations manager within two years. A few years later, Clay was asked to join their sales team. His combined operational and sales experiences provided for his promotion and transfer to branch manager in Saskatoon in 1984 and he held that position until their failure in 1987.

Third Party Logistics and Freight Brokerage was fairly new and almost nonexistent in Western Canada. Clay entered into this emerging business with the creation of Ghost Transportation Services. The failure of their local warehouse and local delivery supplier created an opportunity to add those capabilities to their market and offered a physical presence. Changing market conditions led to the addition of regional and long haul equipment to serve Canada and the United States markets by complimenting the non-asset capabilities.

Innovation, hard work and the passion of a committed staff created several business recognition milestones: one of the Top 100 Fastest Growing Corporations in Canada by *Profit Magazine* in 1995; Top 40 Fastest Growing Corporations Saskatchewan in 1998, 1999, 2000 and 2001 by *Saskatchewan Business Magazine*; Saskatchewan Top 100 Corporations in 2001 and 2002 by *Saskatchewan Business Magazine*; ABEX and SABEX award winners in 2002 for Service Industry; SABEX finalist in 2002 for Service Industry; and Top 50 Saskatoon corporations in 2008 by *Saskatoon Star Phoenix*. Clay believes success is to be celebrated and recognized.

Clay was individually recognized in 2000 with the Transportation Award of Achievement for Initiative and Innovation in forming Ghost Transportation Services and in 2006 as a Man of Influence by *Saskatchewan Business Magazine*.

Clay's commitments and passions carry on through his commitment to the city of Saskatoon and the Province of Saskatchewan through involvements outside his business, but in the business community as: Past President of the Saskatoon Traffic Club, Past President of the North Saskatoon Business Association, Past President of the Saskatchewan Chamber of Commerce, AHRDC Committee member, ACRE Committee member, past Director of the Canadian Chamber of Commerce, Ambassador for Saskatoon through Saskatoon Regional Economic Development Authority, ACTION Saskatchewan chair, Big River Economic Development Committee, Mentor in Raj Manek Mentorship Program, Charter member of TEC in Saskatoon and Committee member of Prairie 2 Ports Gateway and Inland Port undertaking. Clay believes if you draw from, you must put back.

Clay's wife Marty, daughter Joleen and son Alan provide for the family dynamics of support, patience and understanding, as family is our legacy.

Inducted into the  
Saskatchewan Transportation Hall of Fame  
June 2008