

# CPC Express

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## Export Project Launched at CentrePort Canada

**CENTREPORT CANADA** has brought together two Chinese companies, Canadian National Railway and Canadian Pacific Railway in the development of a new containerization project that would increase the export of high-quality Manitoba agricultural products to China.

The partnership, which includes Shanghai Invent Logistic & Technology Co., Minsheng International Freight Co., Canadian Pacific Logistics Solutions and CN Worldwide will involve exporting home-grown food products such as soybeans, green peas and canola meal to Chongqing, China.

“This project will allow us to move premium products from local producer to international marketplace, while maximizing the use of the tremendous rail assets that exist in Winnipeg,” said Diane Gray, president and CEO of CentrePort Canada.

Mathieu Faure, general manager of Canadian Pacific Logistics Solutions, said the extra freight is welcome as it will “create efficiencies for the system” by providing more opportunities to fill empty rail containers.



Signing an agreement to export Manitoba agricultural products to China.

Sean Goff, the Shanghai-based general manager, Asia, for CN Worldwide said the company is excited about working with “CentrePort and our Chinese partners on an innovative transportation product between Winnipeg and Chongqing.”

Jack Sheng, president of Shanghai Invent Logistic & Technology Co. said the goal is to strengthen ties between the Canadian and Chinese interior and ultimately “realize the seamless connection of the two markets.” Sheng has experience in containerized shipping and is the inventor of the RFID-technology system used in shipping.

Minsheng International Freight Co. is headquartered in Chongqing and is the largest private shipping and logistics company in China, with 40 branches throughout the country.

China is a significant importer of large quantities of canola seeds, soybeans and green peas. Manitoba produced approximately 2.2 million tonnes of canola, 435,400 tonnes of soybeans and 62,600 tonnes of dry peas in 2010.



Agriculture, Food and Rural Initiatives Minister Stan Struthers welcomes the effort to find new markets.

# On the Right Track

**CENTREPORT CANADA** recently released its business plan for 2011-12, which includes intentions to develop a common-use rail facility on the corporation's 20,000-acre footprint.

"One of the advantages of CentrePort Canada is the access to three Class 1 rail carriers," said Diane Gray, the corporation's president and CEO, referring to **Canadian Pacific (CP)**, **Canadian National (CN)** and **Burlington Northern Santa Fe (BNSF)**.

"The goal is to work with all stakeholders on the development of a shared, common-use facility that would directly benefit businesses located at CentrePort while also increasing rail volumes. We believe we can create a win-win situation."

While the proposal is in the very early stages, a potential site for the common-use facility has been identified. The facility could be built on land currently owned by the provincial government. In its recent 2011 budget, the province confirmed that it will "provide several hundred acres of land purchased from Canadian Pacific Railway to CentrePort Canada to support the future development of the site."

CentrePort Canada's 2011-12 business plan can be viewed at [www.CentrePortCanada.ca](http://www.CentrePortCanada.ca).



## FTZ Review Promised

**THE FEDERAL GOVERNMENT** has committed to reviewing Canada's Foreign Trade Zone policies and programs to ensure they are internationally competitive, effectively marketed and administratively efficient.

**The Foreign Trade Zone (FTZ) Coalition**, which includes **CentrePort Canada**, has been advocating for improvements to FTZ programming as a way to attract more international investment to Canada.

CentrePort Canada is the first inland port in the country to offer investors single-window access to FTZ benefits such as duty deferral, sales tax exemption and custom bonded warehouse.

The single-window FTZ project was established by the Harper government and includes the creation of a Winnipeg-based tax force to support the work of CentrePort Canada.

## Congratulations to...

- **RED RIVER COLLEGE** which recently received \$5.9 million in federal government funding to expand training facilities in the areas of aerospace, transportation and manufacturing. The new investments at RRC's Notre Dame Campus, located within **CentrePort Canada**, will support the growth of Manitoba's aerospace industry.
- **ART MAURO** on being awarded the title of Chair Emeritus by the board of directors of the **Winnipeg Airports Authority**. Mauro served as WAA board chair from 2003 to 2010 and was the founding vice chair of CentrePort Canada. Mauro continues to sit on CentrePort Canada's board of directors.

## MHCA Honored for Trade Vision

**THE MANITOBA HEAVY CONSTRUCTION ASSOCIATION** has won the **Canadian Construction Association's (CCA)** 2010 Member Association Award of Excellence and the CCA International Business Award.

The two awards, accepted by **MHCA President Chris Lorenc**, were in recognition of a number of association activities including the work of Lorenc and MHCA in the community-wide effort to create CentrePort Canada.

Lorenc, chair of the **2008 Winnipeg Mayor's Trade Council** which recommended the creation of an inland port, is a member of CentrePort Canada's founding board of directors.



**Got a news tip? Contact [Riva.Harrison@CentrePortCanada.ca](mailto:Riva.Harrison@CentrePortCanada.ca)**