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## New Business Growth at CentrePort Canada

**CENTREPORT CANADA** and Agri-Food Central Ltd. have announced the consolidation and expansion of Agri-Food's Canadian operations at the Bison Transport warehouse located within the footprint of Manitoba's inland port.

The expanded operations include the launching of a new foods division to promote, develop and distribute foods and beverages along the NASCO corridor to and from Mexico.

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*- David Nyznyk of Agri-Food Central.*

"This was a strategic decision for Agri-Food Central," said David Nyznyk, Director of Supply Chain Management. "Locating at CentrePort Canada provides us with a great location and the best truck, rail and port selection in North America. The Bison warehouse gives us the space we need to increase efficiency and ultimately grow our operations by adding new products and increasing shipments."

CentrePort Canada initiated discussions with Bison Transport after becoming aware that Agri-Food was interested in consolidating operations at a single site that would provide a central location, access to multiple railway carriers and enough space to centralize and expand its operations. Bison's 235,000 sq foot warehouse features interior cross-dock facilities for moving goods from truck to rail and vice versa.

"Facilitating this type of arrangement is one of our key goals. We want to bring together businesses that would benefit from locating at CentrePort," said Diane Gray, president and CEO of CentrePort Canada. "Agri-Food is demonstrating a tremendous vision for growth that will benefit Manitoba and western Canada and we are excited to be a part of their development."

Agri-Food Central's operations involve moving grains, seeds and pulses from western Canada to Mexico and Latin America, and managing the inbound movement of goods originating in Mexico. The new foods division will help the company bring additional products into its supply chain such as the recently-introduced AvoOil, an avocado oil produced in Mexico exclusively for Agri-Food.

"While our core competency is in moving packed grains, seeds and pulses, we see opportunities for growth in fresh, frozen and value-added agri-food products", Nyznyk added. "Our plan is to build volumes and leverage existing infrastructure and rates to attract freight from other industries."

## CentrePort Makes Top 100 for 2011



**CENTREPORT CANADA** has been chosen as one of the country's top 100 infrastructure projects in 2011 by ReNew Canada Magazine. CentrePort Canada first appeared on ReNew's top 100 in 2010, following the announcement of plans to build \$212.5-million CentrePort Canada Way.

# A Year in Review

THE PAST YEAR has been a busy one at CentrePort Canada with construction of CentrePort Canada Way underway and several companies making new investments in industrial parks located within CentrePort's landprint.

"2010 was our first full calendar year in operation and we think we have been successful in getting CentrePort on investors' radar screen," said President and CEO Diane Gray. "We have had great support from both our private and public sector partners. Inland ports are long-term, big-scale developments and we expect to see more growth in 2011."



A major focus of 2010 involved reaching out to potential investors, such as a delegation from China (above photo) that travelled to CentrePort in November to learn more about Manitoba and explore potential opportunities.

Other highlights of 2010 include:

- The sale of nine lots totaling 23 acres and \$3 million within **CB Richard Ellis'** Brookside Business Park. CentrePort has been working with CBRE, **DTZ Barnicke**, **Cushman & Wakefield**, and **Colliers Pratt McGarry** on marketing land and space available within CentrePort.
- The expansion and consolidation of **Agri-Food Central's** operations at the **Bison Transport** warehouse – a move that aims to increase trade in food products between Western Canada and Mexico.
- The naming of CentrePort Canada as one of the top 100 infrastructure projects in North America at the 2<sup>nd</sup> Annual North American Strategic Infrastructure Leadership Forum. Recipients are chosen based on their potential to increase economic competitiveness.

CentrePort also participated in several business and trade missions in 2010, including two China missions – one led by Stockwell Day, Treasury Board President and Minister responsible for Asia Pacific Gateway, and another by Premier Greg Selinger and Manitoba's business community.



*Manitoba's successful Centrallia event was one of many business attraction activities involving CentrePort Canada in 2010 (Photo: Alberto Velasco of CentrePort Canada)*

## Investors Say "Yes, Winnipeg!"

Congratulations to **Yes! Winnipeg** on raising \$6 million for its business attraction initiative aimed at creating 4,200 new jobs over the next five years. Yes! Winnipeg is an important development partner of CentrePort Canada.

## Medal for Excellence Awarded

**Diane Gray**, president and CEO of CentrePort Canada, won the 2010 Lieutenant Governor's Medal for Excellence in Public Administration in Manitoba. Gray won the award for her past service as a deputy minister of finance, trade, and federal, provincial and international relations. The award was presented on Dec. 17 by **Lieutenant Governor Philip Lee** (left) and **Premier Greg Selinger**.



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