



Brazilian Ag Manufacturer Chooses Manitoba

CENTREPORT CANADA, Manitoba Premier Greg Selinger and Motomco Group of Brazil have announced that the Brazilian agricultural equipment manufacturer has chosen Manitoba as the base for its Canadian operations.

Motomco Group, which manufactures products that measure moisture content in grain, expects to open its Winnipeg operation later this summer. Motomco has major operations in Brazil as well as offices in Argentina, Paraguay and the United States.

“After evaluating many regions all over the country, we chose Manitoba,” said Manoel Henrique da Silva, CEO, Motomco Group, noting that aid from officials at CentrePort and Manitoba Trade and Investment helped seal the deal.

Diane Gray, president and CEO of CentrePort, said the Motomco success story is a prime example of CentrePort’s “one-stop shop” in action. The relationship began with a referral from Manitoba Trade that led to many months of phone calls, fact finding missions and site visits.



The process was led by Alberto Velasco, CentrePort’s executive director of international business development. Velasco, who is trilingual, said it was about coordinating information and engaging local partners so that Motomco received the data it needed to make a positive decision.

“We worked with global real estate partners, customs brokers, freight forwarders, made introductions to other local companies, led site visits, and compiled data with the assistance of Manitoba Trade and Yes! Winnipeg,” Velasco said. “It was a great team effort.”

Gray said while the process to land Motomco took months, it was worth the investment.

“It was a pleasure to open my email the next day and find a note from a competitor that said ‘Congratulations, (our) region chased this deal too. Better to lose to a friend...’ ”



Manitoba Premier Greg Selinger and Manoel Henrique da Silva, CEO Motomco Group, announced Motomco’s expansion into Winnipeg during recent trade mission to Brazil.

Winnipeg Best for Business

WINNIPEG once again tops the list as the most cost-competitive city in which to do business in the North American midwest.

Winnipeg was first among 25 major centres, including prairie counterparts Calgary, Edmonton and Saskatoon, as well as US hubs Chicago, Denver and Minneapolis. The comprehensive 2012 study by KPMG examined 26 key cost drivers including labour, taxes, real estate, utilities and energy.

CentrePort Land in Demand

CENTREPORT CANADA and **DTZ Barnicke Winnipeg** have announced the sellout of the second phase of **Brookside Industrial Park West** with a total of 7 companies setting up new and expanded operations in the 57.5-acre industrial park located within CentrePort's footprint.

"It shocked even us," **Martin McGarry, president of DTZ Barnicke Winnipeg**, told *Property Biz Canada*. "I don't see demand ending anytime soon."

McGarry said CentrePort is a "value-added location."

"If you are going to build new or develop a facility, why wouldn't you want to be in CentrePort? There are a million reasons why it is going to be successful."

DTZ's development is one of two industrial parks booming in the Brookside and Inkster boulevard area. The other, **CBRE's Brookside Business Park**, is also a hive of new construction activity.

To date, the two industrial parks have sold more than 117 acres to 23 different companies. It amounts to more than 700,000 square feet of new development that has either been completed, is under construction or is in the planning stage for the near future.

CentrePort works closely with its DTZ Barnicke, CBRE and other global estate partners to joint market the land within its 20,000-acre footprint. DTZ is now preparing 100 additional acres for phase three development.

Export Project a Success

CENTREPORT CANADA led a recent Manitoba trade mission to China that included showcasing a new cargo security system to help business ensure the security of shipments from Manitoba and central Canada to the Asia Pacific region.

The April trade mission featured the arrival of 250 tonnes of Manitoba soybeans in Chongqing, the first-ever fully-monitored container shipment of its kind. The shipment was tracked by Radio Frequency Identification (RFID) technology set up by CentrePort and **IOT Invent Technology**.

The next step is working with Manitoba and Canadian companies to identify other products that can be exported using the new RFID-tracking system and trading platform.



TRAILER WIZARDS recently broke ground on a new 37,000 square foot facility within **Brookside Industrial Park West**. "There is great growth happening in Canada's Prairie Region," the company said in a statement.



Congratulations to...

- **STAR PRODUCE LTD.**, a Burnaby-based company that is opening a new 34,000-square-foot distribution centre within the CentrePort footprint. The company supplies fresh fruit and vegetables across Western Canada.
- **BOB SILVER**, who will receive the Province's highest honor, the **Order of Manitoba**, on July 12. Silver is the **president and co-owner of Western Glove Works, co-owner of the Winnipeg Free Press, chancellor of the University of Winnipeg** and a member of the board of directors of CentrePort Canada.

Got a news tip? Contact Riva.Harrison@CentrePortCanada.ca