



## 2016 CANADIAN INLAND PORTS CONFERENCE

### PANEL DISCUSSION

September 21, 2016



**#1 IN CANADIAN FLEET OUTSOURCING**

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# CANADA CARTAGE: WHO WE ARE

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**Founded** 1914

**Revenue** \$600,000,000

**Head Office** Toronto, Ontario

**Employees** 3,600

**Coverage** Canadian & U.S. Distribution  
Facilities in major centres  
from B.C. to Quebec

**Services** Dedicated Fleet Outsourcing  
Warehousing & Distribution  
Freight Management Programs  
Home Delivery (Large Format Goods)

**Equipment** 4,400 trucks and trailers

**Warehouses** 1 million sq. ft. across Canada



# OUR CORE SERVICES

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## Outsourced Dedicated Fleets

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Largest provider of dedicated fleets in Canada

Full service fleet outsourcing of trucks, drivers, safety & compliance, risk & liability



## Non-Asset Freight Management

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Domestic and cross-border freight management of courier, LTL, TL, and rail shipments

Leverage better buy rates, rate-shop across multiple carriers; simplicity of a single, consolidated invoice



## Warehousing & Distribution

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Facilities in major centres from Vancouver to Toronto

Specialize in high-touch / high value-add distribution services



## National Home Delivery Network

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Over 60 years experience in home delivery

Delivery of large-format items including appliances

Network across Canada; we utilize both asset and non-asset model

# NATIONAL COVERAGE, LOCAL SERVICE

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**National Standards**  
Driver Recruiting & Training  
Safety & Compliance Standards  
Customer Pricing, Invoicing & KPIs  
National Account Program



# WINNIPEG FACILITY : **CENTREPORT (490 LUCAS)**

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- **20,000 sq ft Office**
- **16,000 sq ft Crossdock**
- **10,000 sq ft Fleet**
- **12 Acres**

# CENTREPORT: **WHY?**

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- **Outgrew our existing facility**
- **Availability of Land**
- **Proximity to:**
  - Customers
  - Suppliers
  - Major Highways
- **Transportation Hub pooling resources:**
  - Cross docking and storage
  - Trailer parking
  - Employee recruitment
- ❖ **Result - Cost neutral and operational efficiencies**

# CENTREPORT: CHALLENGES

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## **CentrePort North = Rosser, MB**

- Water and Sewer
- Sprinkler / Retention ponds / Firewalls
- Emergency Services
- Insurance issues
- Mail Service
- Bus Service

## **WAA/NavCanada/Landuse**

- Glide scope and Height restrictions
- Proposed runway expansion
- Permit process

# INLAND PORTS : OPPORTUNITIES

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## **Alignment of Key Stakeholders**

- Federal, Provincial, Municipal, regulatory bodies
- IE: CentrePort should have been annexed into Wpg

## **Clear Vision for Future Development**

## **Create superior infrastructure for Developers and Businesses**

- Full City services at a minimum
- Water, Sewer, Power, Communications, Public transport
- More efficient roadways (Time & Distance)

## **Significant Rail presence with intermodal container services**

## **Communicate advantages to potential clients**



