



## Western Logistics and Port of Halifax announce strategic development



***The Port of Halifax Catchment Area: the target area we're addressing with this new service; it also happens to be 43% of North America's purchasing power, and 40% of its population!***



Western Logistics has worked with strategic partners at the Port of Halifax to develop a new trans-shipment service that uses the Halifax Gateway to handle high-value and service sensitive products through the Port. This relationship is expected to produce spectacular results over the next decade, as Western Logistics prepares to provide full third-party logistics service, through a new facility in the Atlantic Gateway - Halifax Logistics Park. The new site in Dartmouth, NS will act as a hub to distribute high-value imports throughout eastern North America and to consolidate key cargoes for overseas markets.

"Western Logistics is a great partner for dealing with service sensitive cargoes through our Port," said Patrick Bohan, the Port's Manager of Business Development. "Not only do they have full-service capabilities for high-value products from coast-to-coast in Canada as well as the US Great Lakes area, but they have quality interfaces with specialized carriers throughout North America for high-speed and seamless connections from Halifax. For example, four-day service between Halifax and Los Angeles, or two-day service to and from Chicago will be routine service before long. Their business and service focus on their clients is truly impressive."

According to Bob Hartin, founder and CEO of Western Logistics, "this development is transformational to both Western Logistics and the furniture and electronics industries that we have the privilege to serve. Halifax is the world's second largest natural harbour, able to process fully-laden super-post-Panamax container ships, year-'round and without congestion. To be working on these great business opportunities through this great Port with its motivated team is like going to the Academy Awards and winning an Oscar."

"We'll do them proud," added Erick Haines, Manager, Atlantic Operations, for Western Logistics. "This is a dream come true for all of us in Atlantic Canada. We're ready. Bring it on!"

## Did you know?

That the Port of Halifax is by reputation known as the second largest natural harbour in the world.

It is never inaccessible, nor silted-up, nor congested, nor blocked with ice to prevent routine and timely berthing. Moreover, the two container terminals in Halifax have the deepest berth on the east coast of North America and are able to handle super-post-Panamax container ships with ease.

In 2011, there's a strong likelihood of expanded short sea connections from the Port of Halifax to markets like Boston, a natural trade link dating back to the 18th century. This will radically alter service to and from the Atlantic Seaboard via Port of Halifax, which is 1 to 2 days closer to Europe than Eastern US ports.



*This new link, combined with Port of Halifax's natural advantages, will set a new standard for transportation in the Northeastern USA*

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