

# Logistics and Supply Chain Activities in Cornwall



# A Diverse and Growing Supply Chain and Logistics Sector

A sampling of companies that make up the fast growing logistics sector in Cornwall.



## Seaway Express

\$1 million investment to support growth.



## Minimax Express

Fast growing logistics and transportation firm.



## Federal Bridge Corporation

New Seaway International Bridge now open to traffic.



## Cornwall Warehousing

800,000 sq.ft. warehousing complex.



## International Truckload Services (ITS)

Developing 21 acre site in business park.



## Villeneuve Group

Villeneuve Tank Lines, Dingwall Logistics, CTR Truckload.



## St. Lawrence Seaway

Cornwall's harbour is an important part of Highway H2O.



## Vivo Brand Management

Expanded distribution centre and head office.



## Tank Truck Transport Ltd (TTTL)

Short and medium haul transportation of liquids.



## ATS Healthcare

Company specializing in healthcare transportation.



## Astro Warehousing

240,000 sq.ft. of warehousing space.



## Tallman Truck Centre

One of the many full service truck garages in Cornwall.



## One of Cornwall's busiest intersections may soon be getting a makeover.

### RECENT INVESTMENTS

*In addition to the stories highlighted in this brochure, the following companies have recently invested in the area:*

UAP Distribution Centre  
Robert Transport  
Trailer Wizards  
Hercules SLR  
CHEP Pallets  
Ultramar  
Cornwall Truck Maintenance

BTB REIT, the owner of the property that comprises the southwest corner of Boundary Road and Marleau Avenue, has released a concept plan for a major redevelopment of the 16 acre site.

"We have completed a concept plan that includes a mix of retail and restaurant use, but also accommodates the growing demand for more space for logistics activities in Cornwall," says Michel Leonard, President of BTB Real Estate Investment Trust.

The concept plan currently shows a stand-alone restaurant in a commercial plaza with supporting merchants. The zoning for the site can accommodate a variety of uses.

"The Cornwall Business Park is home every day to over 3000 working people, with limited choices for food and shopping," says Mr. Leonard. "Given the majority of people live in the Eastern portion of Cornwall, and given that this is a major entry to the City with Highway 401 access, we believe a retail node would do very well."

The 16 acre parcel also extends to the west along Marleau Avenue. BTB planners have envisioned a

series of warehousing buildings on the western portion of the property.

"We believe Cornwall will continue to grow as a hub for supply chain activities, and as growth occurs, so too will demand for space," says Mr. Leonard. "Our concept is a flexible plan that will offer modern versatile space with large ceiling heights and abundant dock level doors."

The plans also include a partial demolition of the existing building on the property, and a possible relocation or removal of an existing rail spur.

"With the exception of the south end which is occupied by Canada Post, the remainder of the existing structure has reached the end of its lifespan," said Mr. Leonard. "We are currently speaking with a variety of possible tenants and look forward to the opportunity of improving this importance entrance to the city."

BTB is a real estate investment trust that owns commercial, office and industrial properties in Eastern Canada. BTB currently owns 5 properties in Cornwall that total over 400,000 sq.ft.

Check [ChooseCornwall.ca](https://www.ChooseCornwall.ca) for available buildings and other real estate options.



## Walmart Distribution Centre

1,400,000 sq.ft.

Established 1999

*Operated by Walmart Logistics*



# Cornwall Continues to See Strong Growth in Logistics Sector

The establishment of Cornwall Ontario as a key supply chain and logistics hub in Central Canada continues at a rapid pace.

Walmart Canada Logistics has acquired a second 1.4 million sq.ft. distribution centre and is renovating it. Built by Broccolini Construction on a 169 acre site in the Cornwall Business Park, the building is expected to become operational in 2016.

In order to facilitate development, the City of Cornwall has built a new road and extended municipal services in the Cornwall Business Park, which is becoming a popular destination for supply chain activities. With no development charges, very affordable land and low-cost electricity, the business case for Cornwall is compelling.

Construction of a new distribution centre for Loblaw Companies Limited on a 121 acre parcel of land in the Cornwall Business Park is expected to commence in 2016.

In 2010 Shoppers Drug Mart opened a new 600,000 sq.ft distribution centre which is operated by Matrix. It is adjacent to the long-

established 1.4 million sq.ft. distribution centre for Walmart Canada that remains the heart of supply chain activities in the region.

Other major operations in the area include the Benson Group, which recently doubled the size of their distribution centre, and Cornwall Warehousing, which maintains 500,000 sq.ft. of warehousing space in the Business Park.

Local trucking firms are also keeping pace with the growth of the sector. Firms such as Seaway Express, Minimax, Villeneuve and ITS are growing and reinvesting in their operations while Robert Transport recently established in the area. Other companies with distribution operations include UAP, Hercules, CHEP and Trailer Wizards.

Cornwall Economic Development continues to work with supply chain companies interested in locating in the Cornwall Business Park in order to achieve the same efficiencies and cost advantages that Walmart, Shoppers Drug Mart and Benson have realized.

*More information can be found on [www.ChooseCornwall.ca](http://www.ChooseCornwall.ca)*

*Over 2000 people now work in logistics in the Cornwall Business Park.*





## **Walmart Distribution Centre (II)**

1,400,000 sq.ft.

Established 2013

*Operated by Walmart Logistics*

# A Solid Business Case

Companies choosing to locate in Cornwall enjoy significant savings when it comes to the cost of establishing a new building, be it a large distribution centre or small operations centre for trucking services.

The cost of serviced industrial land is \$30,000 an acre, considerably less than the Greater Toronto Area where land prices can easily top \$500,000 an acre. For large distribution centres that need 50 - 100 acres, the savings in land acquisition can easily reach \$40 million or more.

Cornwall is also one of the few cities in Ontario that does not have development charges. When you factor in lower than average building permit fees, companies building in Cornwall can easily save \$15-17 per square foot of construction - which can add up to another \$20 million on a large distribution centre.

If your preference is to lease, one can expect savings on rental costs as well. Typical lease rates for industrial space in Cornwall are between \$3 and \$3.50 a square foot on a triple-net basis, which when compared to GTA lease rates (over \$5.00 sq.ft.) can quickly add up to savings as high as \$750,000 - per year.

There are other ongoing cost advantages of doing business in Cornwall. Cost of electricity is typically 5-20% below other Ontario municipalities, and the lower cost of living in the area means attracting and retaining a loyal workforce is much easier.

Success can be measured many ways — but in business it usually comes down to the bottom line. Locating in Cornwall will help you save money, be it through lower rents, a more productive workforce, or quicker access to markets. And that leads to better profits.

Give us a call at Cornwall Economic Development and we will be happy to walk you through a detailed cost analysis of locating in the Cornwall Business Park.

More information can be found on  
[www.ChooseCornwall.ca](http://www.ChooseCornwall.ca)

## Location Location Location

*In addition to Highway 401, the Cornwall Business Park offers immediate access to CN Rail's mainline and Team Track facility. The Seaway International Bridge to the USA is only minutes away, as is Cornwall Harbour.*

### Cost of Land Per Serviced Acre



### Development Charges





## **Shoppers Drug Mart Distribution Centre**

600,000 sq.ft.

Established 2010

*Operated by Matrix Logistics*



# Higher Learning

## St. Lawrence College Creates Logistics Program

St. Lawrence College is establishing a name for itself in educating people looking for careers in Canada's supply chain and logistics sector.

It has established a *Logistics and Supply Chain Management* graduate course that will be offered on the College's Cornwall campus. Over three semesters, students will study all facets of logistics and supply chain management from both a theoretical and practical perspective. Students will benefit from hands-on experience and an integrated field placement during the program.

"We are very happy to have this exciting new program at the Cornwall Campus, especially given the increasing growth of the supply chain sector in Cornwall," said Debbie Stava, Dean of the Cornwall Campus. "We expect the new course will be of interest to students from across North America who are looking at advancing in the sector."

Applicants are eligible for the extensive scholarship and bursary program available from St. Lawrence College.

The new graduate course is the latest in a series of Supply Chain and Logistics program offerings

from St. Lawrence College. The College has previously run two successful 8-week "Warehouse Worker" courses and an 18-week "Supply Chain and Logistics Techniques Program" is currently underway.

"We are excited about the launch of this new program as it will ensure we will have a pool of well-trained employees for positions in our industry in the future," said Kevin Maynard of the Canadian Supply Chain Sector Council.

Graduates will find meaningful employment as materials managers, retail and wholesale buyers, purchasing managers, strategic sourcing analysts and supervisors in materials handling, among other opportunities.

The *Logistics and Supply Chain Management* graduate certificate program is for those who have a two-year college diploma or a Bachelor's degree. Applicants are eligible for the extensive scholarship and bursary program available from St. Lawrence College.

Applications are now being accepted. For more information please visit [www.stlawrencecollege.ca/logistics](http://www.stlawrencecollege.ca/logistics)

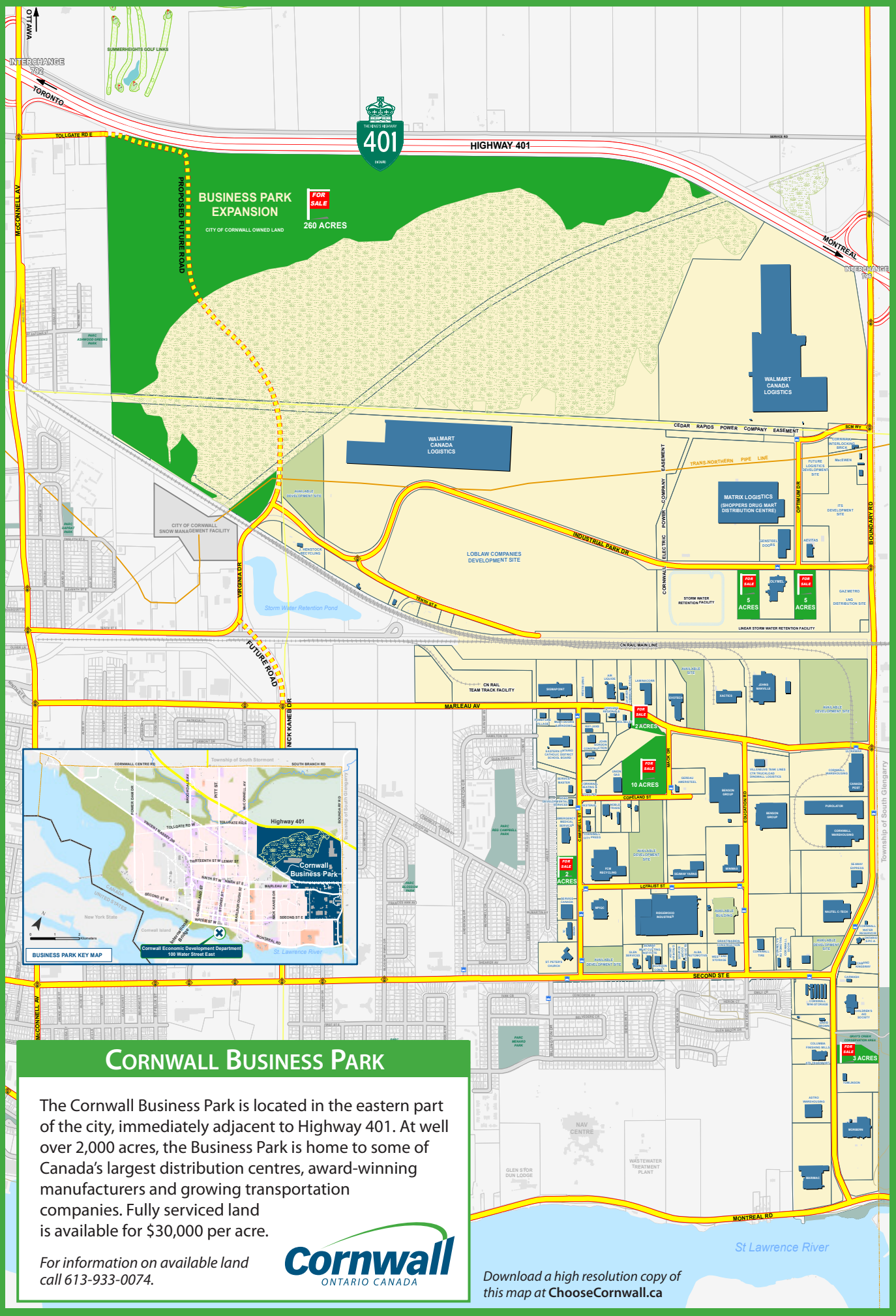


## **Benson Distribution Centre**

300,000 sq.ft.

Established 1953

*Operated by Benson Group*



## CORNWALL BUSINESS PARK

The Cornwall Business Park is located in the eastern part of the city, immediately adjacent to Highway 401. At well over 2,000 acres, the Business Park is home to some of Canada's largest distribution centres, award-winning manufacturers and growing transportation companies. Fully serviced land is available for \$30,000 per acre.

For information on available land  
call 613-933-0074.

**Cornwall**  
ONTARIO CANADA

Download a high resolution copy of  
this map at [ChooseCornwall.ca](http://ChooseCornwall.ca)



# CHOOSE CORNWALL

If you are looking to invest, take a closer look at Cornwall.

With no development charges, low cost real estate and a welcoming business community, Cornwall gives you the best possible chance to succeed.

Learn more about development opportunities by contacting Cornwall Economic Development. Visit us online for current business news, available real estate and local job postings.

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