



CENTREPORT CANADA RAIL PARK WELCOMES FASTFRATE GROUP AS FIRST TENANT \$55 million project brings transportation leader Challenger Motor Freight to Manitoba

August 1, 2023 – Fastfrate Group, one of Canada’s largest privately held transportation and supply chain providers, is investing \$55 million to build approximately 140,000 square feet of facilities in the CentrePort Canada Rail Park (“Rail Park”). Situated on 25 acres in the Rural Municipality of Rosser, Fastfrate Group is the first tenant to break ground in the 665-acre industrial rail park project, in development by Focus Equities Inc.

“It’s so exciting to be breaking ground today on what is an extremely important economic project for Manitoba,” said Premier Heather Stefanson. “This is just the beginning of creating more good jobs with this economic corridor. I’d like to congratulate CentrePort on this milestone, and I thank Fastfrate Group for choosing Manitoba.”

Having outgrown their existing space on Keewatin Street, the new facility, expected to be operational in the fall of 2024, will enable Fastfrate Group to rapidly expand their existing operations in Manitoba, bring new service offerings to the local market, and create upwards of 150 new jobs within the first 12 months of operation.

“Fastfrate has been in business for 57 years, and we have serviced Winnipeg for over 50 years. During that time we have become part of the fabric of the city, and we are very proud to further serve the community,” said Ron Tepper, Executive Chairman, Fastfrate Group.

This groundbreaking project will mark the first occasion where Fastfrate Group of companies will be strategically co-located and jointly operated from a single shared site. This model is set to become a blueprint for expansion into other markets across Canada. This will allow them to optimize efficiencies to enhance their ability to provide a full suite of services to their valued clients.

“Fastfrate Group’s choice of location within the Rail Park allows us to have access to road and rail infrastructure, proximity to the Canada-US border which will position us to expedite shipments seamlessly across borders and pursue new opportunities in collaboration with CPKC,” said Manny Calandrino, CEO of Fastfrate Group.

Fastfrate, the LTL division of Fastfrate Group, is one of Canada’s largest privately held intermodal LTL carriers and will set new heights in Manitoba with their CPKC partnership by growing opportunities that extend beyond borders. The strategic location of the new facility opens doors down south to the U.S. and into Mexico.

Among the Fastfrate Group of companies included in this project is Challenger Motor Freight (“Challenger”), one of North America’s largest cross-border truckload carriers and logistics providers which will be making its debut in the Manitoba market as part of this strategic move. Challenger transports goods across North America as well as internationally with a full range of transportation,

logistics, and managed supply chain services. Challenger currently manages 500-700 border crossings a day nationally and plans to grow their Manitoba cross-border business from the new site in the Rail Park.

To provide the full menu of services, ASL Distribution and Canada Drayage Inc, also part of Fastfrate Group of companies will operate from this facility bringing the full scope of supply chain solutions under one roof.

ASL Distribution: Seamless, customized transportation, warehousing and distribution services including ecommerce order fulfillment and final mile deliveries direct to consumers.

Canada Drayage Inc. The only national drayage company in Canada, manages the transport of sea containers to and from major ports, rail yards and distribution centres across the country and into the U.S.

“Fastfrate Group is the first tenant announced in the CentrePort Canada Rail Park project and we are thrilled to welcome them to the RM of Rosser,” said Ken Mulligan, Reeve, RM of Rosser. “Fastfrate has set the standard for the calibre of companies that are choosing the Rail Park as their home and we look forward to more exciting tenant announcements to come.”

“Today, our vision for the CentrePort Canada Rail Park as a transformational project for Manitoba is coming to fruition and we look forward to seeing its long-term impact on the community and the companies who locate here,” said Ken Mariash, Owner, Focus Equities Inc. “We have worked hard over the last five years to create a rail-served industrial development in order for globally connected companies to thrive in the heart of the continent. Our goal to attract new businesses to Manitoba is being realized with industry leaders like Challenger choosing to establish a presence in the market and Fastfrate Group making a commitment to grow their business in Manitoba.”

“CPKC congratulates the entire Fastfrate Group team on the groundbreaking of their new facility at CentrePort Canada Rail Park,” said Jonathan Wahba, CPKC Senior Vice President, Sales and Marketing, Bulk and Intermodal. “FastFrate has been a CPKC customer for more than 50 years and we look forward to helping Fastfrate grow its intermodal business across the continent, utilizing CPKC’s unrivaled network connecting their customers to markets in Canada, the United States, and Mexico.”

“This is the first company to announce their plans to locate in the Rail Park, so it marks an important day in CentrePort's history,” said Carly Edmundson, President and CEO, CentrePort Canada Inc. “We thank Fastfrate Group for their investment, which brings jobs and opportunities to Manitoba, and we wish them much success as they leverage the inland port's many strategic advantages to grow their business.”

CentrePort Canada is a 20,000-acre inland port and Foreign Trade Zone. Located in the heart of North America, CentrePort connects to major national and international trade gateways and corridors, and is the only inland port in the country with direct access to tri-modal transportation – extensive truck, rail and air cargo operations.

www.centreportcanada.ca

Focus Equities Inc., a Canadian corporation, provides development, investment and project finances in real estate and infrastructure. Founded over 50 years ago by a Canadian entrepreneur Kenneth W. Mariash, Sr., a graduate architect, MBA, Bachelor of Commerce, BSc., Focus Equities Inc. and its associated companies (“Focus”) have developed, purchased or sold millions of square feet of real estate and thousands of residential/condominium

units in North America. Focus Equities Inc. is currently developing projects in North America valued at more than US\$ 5 billion and has a long track record of successful innovative financial structures. www.focusequities.com

Fastfrate Group With a 57-year legacy in Canada, Fastfrate Group is comprised of 5 companies operating out of 44 terminals and final mile hubs across Canada and the United States. We provide end-to-end supply chain solutions that are an essential part of keeping our customers' businesses running. We offer customers a full suite of transportation and logistics services including intermodal LTL and FTL, cross border FTL & LTL, drayage and transload, warehouse fulfillment & storage, distribution, and final mile deliveries. www.fastfrate.com

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