



MCINNIS CEMENT:

Distribution network acquired, large Maritime customers found

Gilles Gagné

PORT DANIEL: – McInnis Cement has announced the acquisition of two land terminals in Moncton, New Brunswick, and Bedford, Nova Scotia. The company now producing cement in Port Daniel has also announced an agreement with CRH Canada in order to supply that company in Newfoundland.

CRH Canada, a subsidiary of CRH plc, a European firm, was also the owner of the Moncton and Bedford land terminals. Those terminals used to be supplied for by the CRH Canada plant in Joliette. Bedford is a suburb of Halifax and therefore serves the main Nova Scotia market.

“The Moncton and Bedford distribution facilities will serve the New Brunswick, Prince Edward Island and Nova Scotia markets for McInnis Cement,” explains Maryse Tremblay, spokesperson of the company.

The company “will honour the orders of the clients supplied through those terminals and integrate their current employees. There are six employees based in those terminals,” she adds.

Regarding Newfoundland, McInnis Cement will supply cement to CRH Canada’s terminals in Long Pond, Argentea

and Corner Brook. “Deliveries to Newfoundland will begin this fall and will be made by ship,” says Maryse Tremblay.

“With the addition of these terminals to our network, we are now able to secure a solid position in this market,” points out Hervé Mallet, president and chief executive officer of McInnis Cement.

The McInnis Cement distribution network also includes marine terminals in Providence, Rhode Island, and Sainte-Catherine, near Montreal. They were the first terminals to be built and commissioned for the company. The Oshawa terminal in Ontario is now operational as well.

Meanwhile, the cement will be delivered to Moncton and Bedford by truck. McInnis Cement could load its product in railway cars at the transshipment station in New Richmond, which was built because the railway line is not operational between Caplan and Port Daniel now. It will likely not be until 2019. The cement loaded in New Richmond is currently delivered to Ontario.

However, the main hurdle preventing McInnis Cement from delivering cement to Moncton and Bedford by rail lies with Canadian National Railways’ decision to stop freight traffic between Bathurst

and Miramichi, New Brunswick. CN’s management has explained in the past that the volume of freight traffic doesn’t justify opening that line for that purpose. Only the passenger trains of VIA Rail are using that line.

“We are aware of CN’s decision in New Brunswick and

we are talking to their management,” says Maryse Tremblay.

The Port Daniel plant will also help secure more train traffic if the railway is put back in working order. “Sometimes, when the cement is already in a truck, the shipper will find it handy to have it delivered that way,” she says.

McInnis Cement will also add a marine terminal in the Bronx section of New York in 2018.

CRH stands for Cement Roadstone Holdings. That company created a Canadian

Cont'd on page 7

MCINNIS:

Cont'd from page 2

subsidiary when Lafarge and Holcim merged their activities. Holcim was then forced to sell its Joliette plant, in Quebec, in order to maintain fair competition on the market. CRH Canada bought that plant. The facility was supplying a big part of the New Brunswick, Nova Scotia and Prince Ed-

ward Island markets. McInnis Cement is now supplying them. McInnis Cement doesn't reveal a transaction amount for the acquisition of CRH Canada's assets in New Brunswick and Nova Scotia, and no figures regarding the annual volume of cement that will likely be delivered to the Moncton and Bedford terminals