

Canadian Pacific eyes expansion of Midwest intermodal market share

Published: Thursday, September 24, 2009

CALGARY, Alta. - Canadian Pacific will push to grow its intermodal business in the Midwest U.S. via the port of Vancouver, B.C., the Journal of Commerce has reported. Noting several advantages of the Canadian port versus crowded West Coast U.S. ports, CP Chief Executive Fred Green told the Canada Maritime Conference, "It would be silly to miss this opportunity."

Maritime carriers, railroads, and truckers have expanded Vancouver's port capacity through a partnership with the federal government. Green said about 5 to 6 percent of boxes bound for the Midwest now get there via Vancouver's port, and CP enjoys the majority of that business. CP enjoys strong intermodal terminals at Shoreham in Minneapolis, plus Bensenville and Schiller Park, Ill., near Chicago.

"The physical plant is there. Now it's all about quality and reliability," Green said.