

## The Sudbury Star

CN Rail opens offices in China

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MONTREAL (CP) -- Canadian National Railway Co. is opening offices in China's two biggest cities to take advantage of increased trade between Asia and North America.

Canada's largest railway said Friday the offices in the southern port city of Shanghai and the northern capital city of Beijing will be CN's first in China. They will concentrate mainly on sales, by persuading Chinese businesses to use the Canadian railway to ship products, mainly resources, within Canada to Canadian ports and onto ships for export to China.

China, with a rapidly growing economy, is a growing user of Canadian metals, minerals, grain and wood products and trade between the two countries has been growing rapidly.

U.S.-trade with China is also booming, giving CN the opportunity to increase shipments on its U.S. rail network, which covers the U.S. Midwest states and extends down to the Gulf of Mexico.

"By establishing a strong presence in China, CN will be better positioned to push and pull growing China-North America trade over its network in Canada and the United States via the important ports of Vancouver, Halifax, Montreal and New Orleans," James Foote, CN's executive vice-president of sales and marketing, said in a release.

"We are intent on identifying profitable opportunities for transporting bulk and merchandise commodities destined for China, and handling two-way trade in products transported in containers."