



FOR IMMEDIATE RELEASE

First Air and The North West Company Sign Five-Year Air Cargo Agreement

July 11, 2013 – Kanata, Ontario – First Air and The North West Company announced today, a five-year agreement to deliver cargo including fresh and non-perishable food to Northern and NorthMart stores across the North.

“I am very pleased The North West Company has chosen to renew and strengthen its partnership with First Air,” said Brock Friesen, President and CEO of First Air. “Securing this contract in today’s competitive landscape is a demonstration of our strength and capabilities as the leading cargo carrier in the North.”

The North West Company owns and operates 128 Northern and NorthMart stores and is one of the largest shippers of freight in the Northwest Territories, Nunavut and Nunavik each year.

“First Air has serviced and delivered goods to our stores over many years and we look forward to a renewed partnership based on high standards of service excellence and further efficiencies that we can pass through to our customers.” says Michael Sorobey, Vice President Logistic and Supply Chain for The North West Company.

About First Air

With a fleet of 21 aircraft including the only two civilian owned and operated Hercules aircraft in Canada, First Air has been connecting the people of the North for over 60 years and offers cargo, charter and scheduled service to more northern destinations than any other airline. First Air is a wholly-owned subsidiary of Makivik Corporation since 1990, with over 1,000 employees, of which more than 450 work and live in the North.

About The North West Company

The North West Company, under the retail banners Northern and NorthMart, offers a combination of fresh food, quality groceries, general merchandise and health products to remote northern Canadian communities. Northern and NorthMart, employs 2,949 northerners and, combined with other locally purchased services, contributes over \$96.4 million to the northern Canadian economy on annual basis.

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