The Flamborough Chamber of Commerce

BOTTOM LINE

VOLUME 8, ISSUE 12 FEBRUARY, 2012

The President Reports:

THE OBA NOMINEES ARE ...

The Board of Directors (BOD) of the Flamborough Chamber of Commerce (FCC) has finalized the nominees for this year's *Outstanding Business Achievement* (OBA) awards gala – where *Sandy Gray* of Weeks Home Hardware will receive the prestigious *Lifetime Achievement Award*. Among the nominees in the various categories (in alphabetical order) are the following companies and individuals:

Gary Aikema

(Shelterclad Construction)

- Airways Transit
- Wilf Arndt

(Waterdown BIA)

- Boston Pizza
- Brenn-B Farms
- Penny Deathe
- (LMI International)
- Maria Demkowich (JDJ Trailers)
- Dante DiFelice
- (Waterdown Collision)
- Dutch Mill Country Market Shirley Eden

(Soroptimists International Dundas-Ancaster-Flamborough)

- Greensville Gourmet
 - Interval House
 - Nicole Martin

(Talent Search Summer Camp)

- McCann Professional Dog Trainers
 - Norm Read, C.A.

(Beckett Lowden Read)

• Rotary Waterdown RibFest

(Rotary Club of Flamborough AM Rotary Club of Waterdown)

• Soroptimists International

 $Dundas\hbox{-}An caster\hbox{-}Flamborough$

- Taylor Plumbing
- Ten Star Insurance
- Turtle Jack's Muskoka Grill

The 'recipients' (there are no 'winners and losers' in Flamborough) of the various OBA awards will be announced at the gala scheduled for this Saturday, February 25 at the Carlisle Golf & Country Club.

COMMUNITY VOLUNTEER DAY

After briefly outlining the history of the Flamborough Community Church, Pastor Iason Small (pictured at right with Ancaster-Dundas-Flamborough-Westdale MP David Sweet) shared his vision for a 'Community Volunteer Day' at the January meeting of the Flamborough Breakfast Club hosted by the Flamborough Chamber of Commerce (FCC) and the Rotary Club of Flamborough AM at the Dutch Mill Country Market. You'll be hearing much more about the proposal in the coming weeks and months from Jason, who is a member of the FCC Board of Directors. **BELOW: FCC President Hal** Bushev chats with MP Sweet at the breakfast meeting. For much more, please turn to page 3.





WATERDOWN COLLISION

MEMBERS • FLAMBOROUGH CHAMBER OF COMMERCE					
>	A A A A A A A A A A A A A A A A A A A	D D D D D D D	DDDDDDDDDDDDDDDDD		
Accountants/Bookkeeping	Beckett Lowden Read, C.A. 20 Main St. N905-689-2052 Bell & Company LLP, C.A., 923 Brant St. Burlington905-333-6699	Dog Trainers Drugstore/Pharmacy	McCann Professional Dog Trainers, 929 Brock Rd905-659-1888 Langford Pharmacy, 255 Dundas St. E905-689-0700		
INE.	Gary Titley & Associates, 80 Hamilton St. N905-689-2800 Grindstone Accounting & Bus. Solutions, 35 Main St. N. 905-689-9424 Janet Barnard Accounting Services, Greensville905-628-4340		EEEEEEEEEEEEEEEE		
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Antiques & Flea Markets Attractions	Mizeners Antique & Flea Market, Highway #5 W905-690-3532 African Lion Safari, RR 1 Cambridge519-623-2620	Fairs & Exhibitions Farm - Commodities Farm Equipment	Rockton Agricultural Society, Rockton 519-647-2502 J. D. Smith Farms, 951 Safari Rd. 905-659-7936 Galer Farm Equipment, Hwy. #5 W. 905-628-0551		
Auctioneers Auto-Repair	Jim McCartney Auction Services, Box 476, Waterdown905-689-8778 Carstar Waterdown, 232 Dundas St. E905-689-5772 Dick's Transmission Service, 28 Dundas St. E905-689-4882 Jay's Auto Service, 19 Flamboro St	Financial Services Fitness & Health	JSB Wealth Management, 5-20 Main Street N		
Auto-Tires	Waterdown Collision, 24 Dundas St. E905-689-8262 Grisdale Enterprises Inc., 400 Brock Rd. Dundas905-627-0224	Flight Instruction Flood Damage Florist	Dundas Flying School, 11 Bluejay Crt		
BBBBBB	3 B B B B B B B B B B B B B B B B B B B	Funeral Homes	Ridgeway Florist, 291 Parkside Dr905-689-8288 Kitching Steepe Ludwig, 146 Mill St. N905-689-4852		
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	RBC, 304 Dundas St. E	Garden Centre Gifts Glass & Mirror Golf Courses	Terra, 8 Conc. 5 E		
C C C C C C C C C C C C C C C C C C C	C C C C C C C C C C C C C C C C C C C		Dragon's Fire Golf Club, 342 Conc. 8 E., Carlisle905-690-0069 Flamborough Hills Golf Club, 71 Hwy # 52, Copetown 905-627-1743		
Casinos Caulking Charities	OLG Slots at Flamboro Downs, 967 Hwy. #5 W905-628-4275 Beverly Caulking, 971 Conc. 5 W905-659-3367 Drummond House, 67 Conc. 5 E905-689-1484 United Way, 177 Rebecca St. Hamilton905-527-4543	Gourmet Shops	Hidden Lake Golf & Country Club,1137 Sideroad #1905-336-3660 Pineland Greens Golf Course, 722 Safari Rd. Millgrove 905-659-1271 Greensville Gourmet, 161 Hwy #8, Dundas905-627-7775 Rockton Berry Farm Country Market, 621 Hwy. 8905-627-9720		
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Commercial Leasing Community	Flamborough Power Centre, 2500 Appleby Line, BU905-335-5204 Friends of Rural Communities and the Environment905-659-5417	HHHHHH Hair Salons	HHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHH		
Concrete-Precast	Judi Partridge, 47 Acredale Drive905-689-0579 Waterdown BIA, Box 198, Waterdown LOR 2H0905-690-3744 Coreslab Structure (Ont) Inc., 91 Hwy #5 W905-689-3993	Hardware-Retail Health & Wellness	Canadian Tire Associate, 11 Clappison Ave		
Construction	Wilkinson Heavy Precast Ltd., 588 Hwy. #5 W. 905-628-5611 Jakrete Construction, 45 Golden Iris 416-677-8243 Kev-Art Contracting, Rockton 519-647-2267	Heating & Air Conditioning Heavy Equipment Repair			
Consultants-Business	Shelterclad Construction, 1190 Westover Rd, Millgrove 905-659-3340 Van Hoeve Homes, 1044 Garden Lane, Millgrove905-689-6733 City/Hamilton, Econ. Dev., 1 James St., S., Hamilton905-546-4222	Home & Garden Home Improvement	Grasshopper Imports, 1134 Hwy. #6 N		
	City/Hamilton Technology Centre, 7 Innovation Dr905-689-2400 CV Consulting & Contracting, Copetown905-628-0645 Economic Developers Ass. of Canada, 7 Innovation Dr. 905-689-8771 INI Conada Popper Poetho Weterdown	Home Renovations	Grindstone Home Improvement, Box 905, Waterdown905-689-8616 Hickory Dickory Decks, 115 Dundas St. W905-689-4774 Riverin Wood Products, 321 Dundas St. E905-689-8494		
Consultant IT	LMI Canada - Penny Deathe, Waterdown905-630-4649 Birmingham Consulting Inc, 20-255 Dundas St. E905-921-2015	Home Theatre	Home Theatre Excellence, 257 Freelton Rd905-690-1162		
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Consultant-Retail Copy & Duplicating	Warren Bamber, 289 Plains Rd, Burlington905-333-4905 Cedar's Business Centre, 100 Hamilton St. N905-689-2555	Ice Cream Industrial Maintenance Industrial Millwright Industrial Minerals	Dairy Queen, 233 Dundas St. E		
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Continued on Page 7

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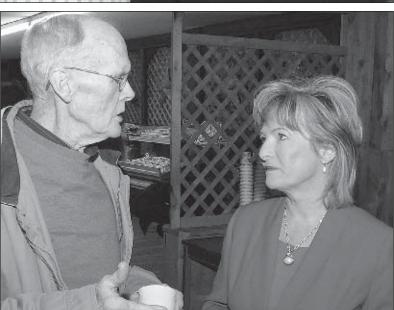
MAINWAY HUNTER CREIGHTON



The Breakfast Club

Great food and outstanding networking opportunities were also on the menu when the *Flamborough Breakfast Club* met last month. ABOVE: Flamborough Chamber of Commerce (FCC) Executive Director Arend Kersten (left), speaker Jason Small of the Flamborough Community Church – who outlined his vision for a 'community volunteer day' – and host Tony Simeone of the Dutch Mill Country Market. RIGHT: Jim Aitkin of Rankin Septic Tank Pumping and Environmental Services chats with Ward 15 Councillor Judi Partridge. BOTTOM, RIGHT: Ward 14 Councillor Robert Pasuta with Tony Simeone. BELOW: Rotarian Dr. Richard Pass brought a 'furry friend' to the breakfast meeting.







Flamborough Chamber of Commerce ANNUAL EVENT CALENDAR

The Flamborough Chamber of Commerce (FCC) organizes, hosts and promotes a variety of activities for its members, offering a wide variety of networking, educational and celebratory opportunities. Details of the events are shared in the *Members Only* newsletter which is distributed to all FCC members on a regular (usually weekly) basis.

The Flamborough Breakfast Club

Offering the best in delicious food, great fellowship and outstanding networking opportunities, the *Flamborough Breakfast Club* – co-hosted by the FCC and the Rotary Club of Flamborough A.M., – usually meets the third Wednesday of each month (except during the summer months) at the Dutch Mill Country Market on Millgrove Side Road.

Business After Five (BA5)

Typically held once a month (except during the summer months), the FCC hosts a *Business After Five* (BA5) networking event. This casual come-and-go event runs from 5 p.m. to 7 p.m. and offers a complimentary beverage, delicious munchies and door prizes (draw at 6 p.m.). Pre-registration is not required and there is no cost.

Outstanding Business Achievement (OBA) Awards Gala

Honouring the 'very best of the best' in corporate excellence and community service, the FCC hosts the annual *Outstanding Business Achievement* (OBA) awards gala – at what has evolved into *the* social event of the year in Flamborough. Nominations are encouraged throughout the entire year.

The Flamborough Open

Representing an extraordinary community partnership, the Rotary Club of Waterdown and the Flamborough Chamber of Commerce (FCC) co-hosts the annual *Flamborough Open*, the premier local golf tournament. To register for what has become the premier annual golf tournament in Flamborough please contact the FCC office.

Great Mini Putt Challenge

Try your skills at the *Great Flamborough Mini Putt Challenge* which is hosted every summer by the FCC. Winners are recognized in both the individual as well as the corporate team categories. Another FCC event offering fun and fellowship.

CHOICES



At her retirement party, Maureen Tilson-Dyment (centre) is congratulated by her Cogeco colleagues Glenda Lloyd (left) and Edith Juurinen.

BY GREG O'BRIEN

After 37 years in community programming, Cogeco's senior director of communications and programming, Maureen Tilson-Dyment, has called it a career.

A tireless worker and community

proponent, Tilson-Dyment began as a cable channel volunteer and her career culminated in a standing-room only retirement party at the company's Burlington headquarters which drew just about every community leader and politician from the region.

Maureen Tilson-Dyment retires from Cogeco

THANK YOU MAUREEN

She has held a number of roles over the years and in her most current one, she was responsible for provincial community relations and information, media and government relations, company outreach and event programs, sponsorships and donations, and local advertising and promotions. She was also responsible for twenty-one local television stations operating under the TV COGECO brand in Ontario.

Cogeco CEO Louis Audet, who spoke at the event, called Tilson-Dyment "a person of exception" who oversaw local channels which aired programming "created with passion to reflect the community to itself," he said. In an emotional, funny speech, Cogeco vice-president Tom McCutcheon called Tilson-Dyment "Cogeco's main ambassador" while Bob Balint, senior director of operational support and planning, called her "a strong advocate for community television for Cogeco, and nationally."

Her work was recognized by the Canadian cable industry in 1997 when she

was presented with the CCTA Award of Excellence for outstanding contributions and industry leadership.

Tilson-Dyment has also been actively engaged with community committees such as Performing Arts Burlington and the Halton Round Table on Funding Matters, and is currently a member of the Hamilton Tiger Town Council, Canadian Women in Communications, president of the Board of TV Hamilton and a member of the Oakville Chamber of Commerce Board of Directors. She is a recipient of the Rotary Foundation Paul Harris Fellowship for her contributions to the community, as well.

When it was Tilson-Dyment's turn to speak, she said: "I've been called a missionary and I'm proud of it.... What we're about is telling the stories of our communities. It's a privilege. It's a joy. Everybody has a point of view and wants to be heard. Everybody has a story."

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OUTSTANDING BUSINESS ACHIEVEMENT AWARDS CELEBRATE THE VERY BEST IN CORPORATE EXCELLENCE

<u>LIFETIME</u> ACHIEVEMENT AWAE

ACHIEVEMENT AWARD Col. Gordon Dailley **African Lion Safari** Mike Demkowich J.D.J. Trailers Domenic DiFelice Waterdown Collision Hank Gelderman Jan Gelderman Landscaping Bill Grisdale **Grisdale Enterprises** Jay Hughes Jay's Auto Service Karen Hunt **Rockton Dinner Theatre** Charles & Margaret Juravinski flamboro downs Archie McCoy McCov Foundry Jim and Margaret Robertson Pause Awhile Tea Room

Ron Steepe

Kitching Steepe & Ludwig

Funeral Home

Ernie Weeks Weeks of Waterdown Home Hardware

BUSINESS GROWTH AND ACHIEVEMENT AWARD

2006 - Hickory Dickory Decks

2006 - DanceMakerz
2007 - CHOICES
2007 - Magnolia House Spa
2008 - Dufferin Aggregates
2008 - Aventix
2009 - Langford Pharmacy
2009 - Waterdown
Optometric Clinic
2010 - The Lock Hut
2010 - Millgrove Gardens

SANDRA GRAY/ WEEKS HOME HARDWARE AWARD

Community Service by an Individual Award 2006 - Deb Tigchelaar Drummond House 2007- Tom Jacques Hickory Dickory Decks
2008 - Heather Johnston
and Ted Lindsay
Flamborough Review
2009 - Peter Barnes
Waterdown Youth Centre
2010 - Marti Van Hoeve
Van Hoeve Homes

CHAMBER OF COMMERCE

GREEN AWARD

2008 - Waterdown Collision 2009 - Nathan Helder Gelderman Landscaping 2010- Sensible Life Products

YOUNG ENTREPRENEUR OF THE YEAR AWARD

2009 - Haley Luckanuck
Spoiled Rotten Pet Services

COMMUNITY SERVICE BY A COMPANY AWARD 2006 - Flamboro Speedway 2007 - Jay's Auto 2008 - Terra Greenhouses 2010 - Waterdown Dairy Queen

FCC AWARD

2006 - Arend Kersten
Flamborough
Chamber of Commerce
2007 - Lafarge (Dundas)
2008 - COGECO
2009 - Robert Pasuta
Councillor - Ward 14
2010- Fred Eisenberger
Mayor - City of Hamilton

TOWN OF FLAMBOROUGH AWARD

2006 - Sylvia Wray
Flamborough Archives
2007 - flamboro downs
2008 - Cpl. Chris Klodt
2009 - Gail Bosma
Flamborough Food Bank
2010 - Ryan Ellis
Mark Visentin
Canadian Junior Hockey Team

HAMILTON TECHNOLOGY CENTRE

MESSAGE FROM NEW OCC CEO

BY ALLEN ODETTE President/CEO, OCC

As the new President and CEO of the Ontario Chamber of Commerce (OCC), I am privileged to lead the most influential business advocacy network in Ontario.

Made up of approximately 160 chambers of commerce and boards of trade, and 60,000 businesses of every size, in every sector, from every corner of the pro-



ALLEN ODETTE
President and CEO, OCC

vince, the power and potential of our network is second to none. And our membership reflects the diversity of our province.

We have a long and prominent history and countless reasons to be proud of the work we have done to make Ontario the best place to live, work and do business.

Here at the OCC, we have served as

Ontario's Business Advocate for over a century, and (former CEO/President) Len Crispino has left a strong legacy of effective advocacy. Now, our job is to establish our place as a provincial leader for the next 100 years by cementing the pillars of:

- Thought leadership;
- Advocacy;
- Reliable program delivery;
- Diversified membership; and,
- A strong network.

These pillars will serve as the foundation for building an even stronger Ontario business community.

The OCC network has an in-depth knowledge of Ontario communities – their people, businesses and economies. To remain relevant moving forward, we need to be innovative in our approach to servicing and advocating on behalf of Ontario businesses. We need to foresee trends and make some waves in order to remain a well-respected voice and an essential resource to the province of Ontario.

Over the next few months, I will be working with my team to complete our vision, state our value proposition to each and every one of our stakeholders and ensure the OCC's place as Ontario's Business Advocate for the next 100 years.

I look forward to connecting with many of you in the coming months and look forward to seeing you at our 100th Annual General Meeting in May.

Thank you for the confidence you have placed in the OCC to chart the path forward.



ABOVE: President Frank Keelan (left) chats with fellow members of the Rotary Club of Flamborough AM including (from left) Kevin Williams, Ryan Bridge (background) and Ken Robins at the *Flamborough Breakfast Club* meeting. RIGHT: Ron Cicuttini (left), the new owner of Weeks Home Hardware who also owns stores in Dundas and Paris, was officially welcomed to Flamborough at the meeting. He is pictured with FCC Executive Director Arend Kersten (centre) and Weeks Home Hardware store manager Craig Sampson.



The Seven Most Common Website Mistakes and How to Avoid Them

Ron Romano of Instant Marketing Systems (pictured at right above with Flamborough Chamber of Commerce – FCC – Executive Director Arend Kersten) detailed *The Seven Most Common Website Mistakes and How to Avoid Them* at a recent meeting of the *Flamborough Breakfast Club* – co-hosted bt the Rotary Club of Flamborough AM and the FCC. BELOW: The was lots to eat at the breakfast buffet at the Dutch Mill Country Market.





WATERDOWN BIA

THE BOTTOM LINE - FEBRUARY, 2012 6

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ABOVE, LEFT: Among the participants at the 2011 Flamborough Open golf tournament – co-sponsored by the Flamborough Chamber of Commerce (FCC) and the Rotary Club of Waterdown and held at the Carlisle Golf & Country Club – was Team Flamborough Review which was comprised of (from left) Ted Lindsay, Jim Swierzewski, Glen Smith and Dean Morrissey. ABOVE, RIGHT: Joining former Rotary District Governor Don Hilborn (left) were (from left) Hal Clarke, Mike Farrell and Jim Pogany.

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Thank you to all who contributed to the success of the 2011 Flamborough Open Proudly co-sponsored by the Flamborough Chamber of Commerce and the Rotary Club of Waterdown



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TERRA – Where Colour Lives
Tim Hortons – Waterdown
Wilf Arndt (Photographer)

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Dutch Mill Country Market
Gerry & Lena Aggus
Hickory Dickory Decks

JDJ Trailers JC Financial Kaneff Golf Linda Marshall Lord Byron Steak & Seafood House NexGen Financial Maria Demkowich Wayne Marshall/Marshall Truck & Trailer Repair MPP Ted McMeekin Permatex (Jeff Hillier) Pot 'O' Gold Jewellery Royal Coachman The Keg Steakhouse & Bar Turtle Jacks Muskoka Grill Wendy A. Hickey

TERRA – WHERE COLOUR LIVES

MEMBERS • FLAMBOROUGH CHAMBER OF COMMERCE

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	Skyway Life Insurance, 309 Main St. W., Hamilton905-525-7247 TEN STAR Financial Services, 95 Hamilton. St. N905-689-7911	SSSSSSSS	5 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
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Locksmiths	Pelton Law, 65 Walnut St. S., Hamilton905-528-5150 Dundas Lock & Key, 178 King St. W., Dundas905-627-7985 The Lock Hut, 12 Glaceport Dr905-689-0514	Tourism Traffic Tickets Trailers	City of Hamilton Tourism, 34 James St. S., Hamilton905-546-2424 Geoff Ellis, The Ticket D.O.C.T.O.R., 1294 Hwy. #6905-659-1844 J.D.J. Trailer Manufacturers, 1056 Hwy. #6905-689-7100 Wheeling World, 140 King St. E., Hamilton905-522-1368
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Meat Metal Fabricators	Millgrove Packers, 549 Conc. 5 W905-689-6184 Flamboro Technical Services, 383 Conc. 6 E905-689-8815	WWWWWW	VWWWWWWWWWWWWWW
Mill Equipment Millwrights	Bev Brown Enterprises, 30 Maple Ave905-628-9929 Industrious Solutions, 540 Hwy. #8905-627-3600	Weighing Systems Welding	Trouble-Shooting Services, Box 185, Carlisle905-659-1323 Parsons Welding Service, 25 Dundas St. E905-689-5144
Mobile Home Parks	John Bayus Park, 6501 S.S #1, Cambridge519-623-2845 Beverly Hills Estates, Box 52146 Oakville	Wine & Beer Women's Services	Polar Bay Wines, 254 Dundas St. E905-690-1868 Interval House, 630 Sanatorium Rd., Hamilton905-387-9959
Mortgage Financing	Dominion Lending Centres, 9 Franklin St.,905-690-6834 Verico - Fair Mortgage Solutions, 283 Dundas St. E800-521-1073	Woodworking	Marinete Enterprises, 447 Moxley Rd. S905-627-6850
NNNNNN	NNNNNNNNNNNNNN		
Newspapers Nursing Home	Flamborough Review, 30 Main St. N905-689-2003 Alexander Place, 329 Parkside Dr905-689-2662		

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Ubbelea Mushroom Farm, 1160 Edgewood Rd.

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Aventix Animal Health, 4350 Mainway Dr, Burlington ..905-332-4744

Spoiled Rotten Pet Services, 796 Millgrove Side Road905-541-6450

Industrious Solutions, 540 Hwy. #8905-627-3600

Taylor's Plumbing, 300 Dundas St. E905-689-4777 SBF Business Forms, Box 49, Puslinch905-659-3498

Brenn-B Farms Ltd., 1252 Conc. 5 W905-659-7419 Earth Fresh, 131 Browns Line, Toronto416-201-4391

Flamboro Downs, 967 Hwy. #5 W905-627-3561
Dan DiCecca, Re/Max Escarpment, 2180 Itabashi Way905-220-1542
Re/Max Condos Plus, 45 Harbour Sq., Toronto416-203-6636
Wendy Martin, Sutton Group About Town905-681-7900
Rothsay, P.O. Box 8270, Dundas905-628-9303
Boston Pizza, Flamborough Power Centre905-690-1500
Dairy Queen, 233 Dundas St. E905,689-8514
KFC, 245 Dundas St. E905-689-3099
Lord Byron Restaurant, 10 Main St. S905-689-6648
Tim Hortons Donuts, 255 Dundas St. E905-689-3131
The Royal Coachman, Dundas St. E. & Main St. N905-689-5952
Turtle Jack's Muskoka Bar & Grill, 255 Dundas St. E905-690-1787
Walmart Canada, 90 Dundas St. E., R.R.#2905-689-9273

Flamborough Chamber of Commerce MISSION STATEMENT

The Flamborough Chamber of Commerce is dedicated to leadership in recognizing and encouraging good corporate citizenship, defending and promoting private enterprise, contributing toward the growth of a healthy local economy and continual improvement to the quality of life in Flamborough.

..905-689-8610

.....905-689-7341



EVELYN LEADS THE WALK

Following in the footsteps of her grandmother Sandy Gray, Soropt-i-kid Evelyn Hall (centre - looking up at celebrity participant Connie Smith) led the way at the annual 'Walk for Memories' organized and hosted by the Alzheimer Society at Limeridge Mall recently. Every year, the Dundas-Ancaster-Flamborough Club of Soroptimists International (SIDAF) participates in the walk, raising much-needed financial support. Participating SIDAF members with Evelyn were (from left) Pauline Hardcastle, Jane Oulton, Deb Bryson, Sandy Gray, Janet Barnard and photographer Barb Mc-Coy. Accompanied by Connie Smith (a recent recipient of the Order of Ontario) and CEO Mary Burnett of the Alzheimer Society of Hamilton-Brantford, Soropt-i-kid Evelyn was first at the gate and walked the entire Limeridge Mall route with Connie and Mary.

Canadian Chamber of Commerce (CCC)

THREE PRIORITIES FOR ADVANCING CHINA TIES

In a report released to coincide with Prime Minister Stephen Harper's visit to China, the Canadian Chamber of Commerce (CCC) argues that Canada-China ties are quickly becoming one of Canada's most important external relationships. Today, more than ever, what happens in China represents both a challenge and an opportunity for Canadian businesses.

"There is a clear need for more and better Canada-China trade," said CCC President and CEO Perrin Beatty. "Of course, there are barriers in both countries that must be removed in order to open access to the tremendous opportunities ahead and build a partnership of shared growth and prosperity, but we cannot let these stop us from realizing the full benefits of the relationship."

In the report entitled Advancing Our Economic Ties With China: Three priorities for Canadian business, the CCC presents three elements to making Canada's relationship with China more profitable: (a) implementing a strategy of political engagement with China; (b) removing barriers and irritants to more trade and better trade with China; and, (c) improving the investment relationship with China.

There are opportunities for Canadian businesses to provide China with the goods and services it requires to sustain its own development. These include energy, raw materials, food, financial and engineering services, aerospace and transportation, and higher education.

There are also opportunities to plug into value chains-to provide expertise and business services to multinationals involved in trade and investment between China and the United States, China and India, China and Brazil, and so forth. Then, there are untapped opportunities to broaden Canada's investment relationship with China by loosening restrictions on capital flows.

If Canadian businesses improve their productivity and innovation, if governments continue removing barriers to competitiveness in Canada and if the global competitive playing field is better levelled, Canada will prosper in its exchanges with China and the rest of Asia.

With 420 chambers of commerce/boards of trade across Canada (representing 192,000 companies), the CCC is the vital link between business and the federal government, helping to shape public policy and decision-making.

WEEKS HARDWARE

COGECO