

# The Big Apple is here in town

Stones, and little bad kids that whip them around are keeping Derek Hazelwood busy at Apple Auto Glass.

The owner-operator of the Apple Auto franchise keeps busy installing new windshields into cars which have broken ones because of vandalism or an automobile accident.

Derek, 23, opened the franchise two and a half years ago after several years of work experience with his dad who is also in the glass business.

Apple Auto is part of a Canadian-owned chain of 60 stores across Canada. Any work done by its member shops comes with a nationwide guarantee.

"I guarantee my windshields from leaks for the car's lifetime, and the same with my sunroofs," Mr. Hazelwood said. "For as long as you own the vehicle."

Apple Auto also carries a line of sunroofs from England, called "British Countess". They're the original sunroofs put into the European SAAB and BMW cars.

Putting on convertible tops and vinyl tops as well as new upholstery are other services available at Apple Auto.

Raised in Alliston, Ontario, Derek calls himself a farm boy. His auto glass business hasn't taken him far from farming, as he also replaces plate glass on farm equipment, like the cab windows on tractors.

"We provide free mobile service," Derek says, explaining that means

he'll go right out into the farmer's field to do the repair.

Apple Auto also gives "after-hours" service for customers who commute. Through previous arrangements, Derek does the work in the evening.

"We get just as much work after 5 p.m. as before. It saves them (customers) the hassle of running around," he says.

"We really go out of our way to take care of problems. If it's an emergency, we do it right away. We never close the doors at 5:30 p.m.," Derek said.

Most Apple Auto customers are referral customers, referred to Derek by previous happy customers. His friendly easy-to-get-along-with style keeps them coming back.

"Most of my customers turn out to be my friends," he says.

Derek's glass comes from a Toronto warehouse and distribution centre which can supply glass for vehicles dating back to 1950 and even for foreign cars. There is same day delivery service, which speeds up replacement work on cars.

Mr. Hazelwood says he and his assistant Paul Philpott stress cleanliness and friendliness in the work they do.

"When we're done, we clean the dash all off and put in air freshener." We try and keep a clean, clean ship. People don't like coming in to a big dump," Derek said.

"We're concerned about our image."



Derek Hazelwood is the owner-operator of Apple Auto Glass in Georgetown. Apple Auto is part of

## SUNROOFS



Let the Fresh air and Sunshine in!



a Canadian owned chain of 60 stores across Canada. (Herald photo)

## Lift support gives worn hatches

Have you ever had to prop up your hatchback with a stick or piece of wood to keep it open? Or had a worn out trunk come crashing down while you were about to load an armful of packages?

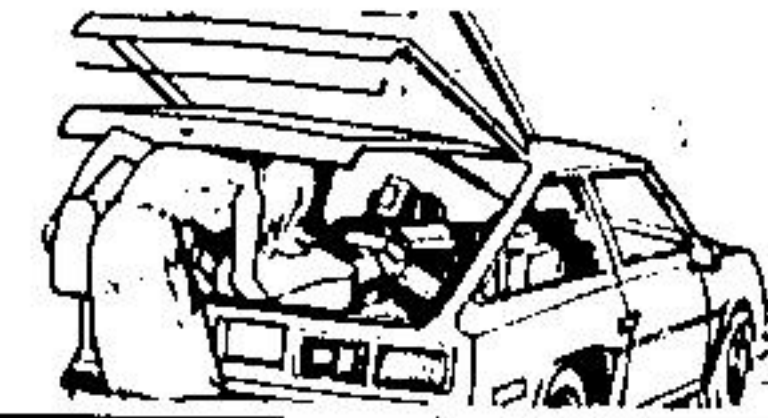
Today some 13 million vehicles on the road are equipped with lift supports -- piston rod devices used to hold up hatchbacks, trunks and hoods on automobiles.

Now you can eliminate these problems. A new replacement product called Strong Arm Gas Charged Lift Supports can provide the right support needed for proper hatch and trunk operation. It's from Marenmont Corporation, makers of Gabriel Shocks and Struts.

Available for most popular passenger vehicles, lift supports are sold in most

automotive stores as well as in automotive departments of numerous retail outlets. Each comes with easy-to-follow instructions for simple installation that takes just minutes using common household tools.

When your lift support lets you down, help may be in sight. Strong Arm lifts away worries about weak hatches and trunks.



## Protecting your car's finish

By winter's end our nation's highways (and its cars) will have been covered with some 10 million tons of salt. While road salt may save countless lives from icy accidents, it does take its toll on automobiles, reminds the Car Care Council.

Without proper maintenance on a car's protective finish, road salt and its southern partner, salty sea air, can rust fenders and corrode body sheet metal in no time.

The only protection a car has against corrosive environmental conditions is its primer and paint job. Just two gallons, representing approximately one percent of the total cost of the car, serve as a barrier against rust and corrosion.

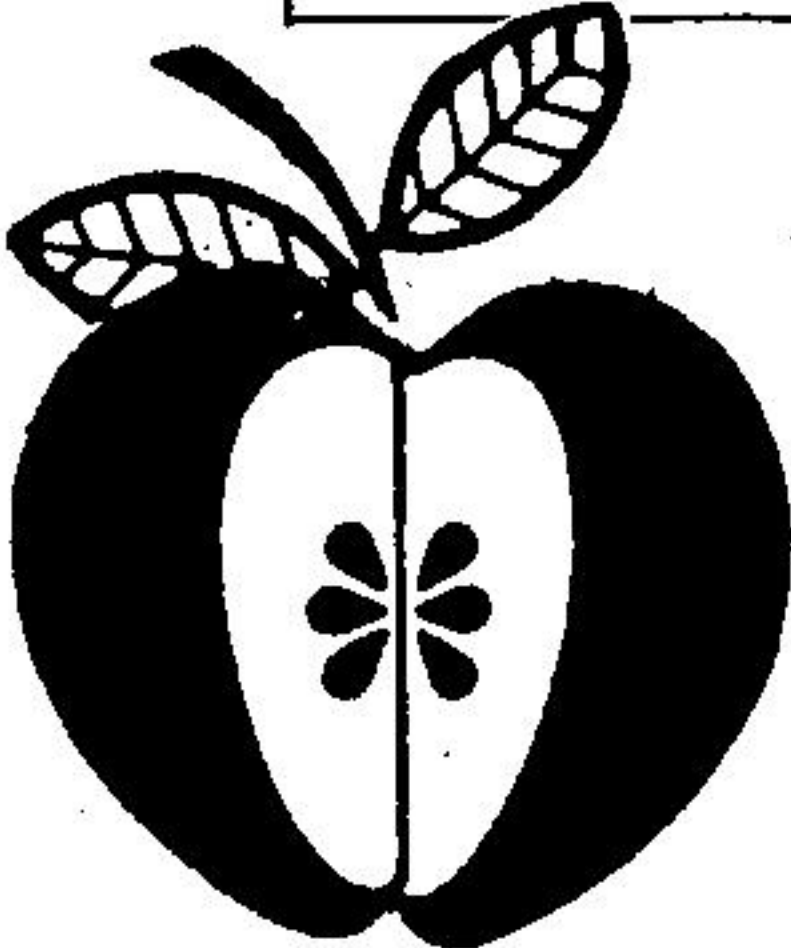
Since only exposed metal can rust and corrode, trouble begins when a car's nicks and scratches are left untouched. The National Paint and Coating Association recommends a regular maintenance routine to keep a car's finish smooth and its body rust-free.

Start by getting a touch-up paint kit when you get a new car. Repair small nicks and scratches promptly to prevent corrosion. Then follow a regular maintenance routine. Wash your car once a week with warm water, and promptly remove elements such as salt, bird droppings and sap that accelerate corrosion.

Follow with a good coating of wax or other protective finish two or three times a year to provide an additional buffer between the harsh elements and the car body.

# Quality To The Core

- ★ Windshield Replacement
- ★ Windshield Repairs and all Automotive Glass Requirements
- ★ Auto Upholstery & Vinyl Tops
- ★ Sunroofs
- ★ Mobile Service (At No Extra Cost)
- ★ Van Accessories



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