

Outlook on Business



Acton man purchases 40th 'new' Ford car

Some of us would think we might average purchasing six or so "new" vehicles in a lifetime, but how about 40? Well, it's true! Mr. Rino J. Braida (middle) has just purchased his 40th new Ford vehicle. He purchased it from Sports Ford Mercury in Acton.

He is seen here accepting a gold pen and pencil set with the Ford logo on it from Mr. Bob Walte (left), Public Affairs Department of Ford Motor Company of Canada Limited. Also seen here is owner of Sports Ford Mercury in Acton, Mr. Joe Sporta (right). He is presenting Mr. J. Braida with a letter allowing free maintenance service for life on all his vehicles.

Mr. Rino J. Braida, now in his 11th year of retirement, is a former employee of Ford and retired after 25 years of service. His 40th vehicle was a 1988 Grande Marquis from Sports Ford Mercury. He is a long-time resident of Acton from early childhood and spends most of his time between his cottage in Bracebridge and his apartment in Acton.

Mr. Braida explained that back in December of 1980 he wrote a letter to William Clay Ford, Vice Chairman of the Board and told him about his disappointment in the company's "A" plan system. The Ford "A" Plan offered an employee of Ford Motor Company the possibility of purchasing two vehicles under this plan, within a one-year period, but, a retiree was allowed only one new vehicle within a year period. At this time Mr. Braida had just purchased his 30th vehicle, a new T-Bird. In January of '81, Mr. Braida received a letter from William Clay Ford personally replying to his letter.

Mr. Ford had reviewed Mr. Braida's concern and had decided to permit all retirees to appreciate the same privileges as an employee of the Company.

Mr. Braida spends his time enjoying music as he's a classical violinist and even plays down south with a trio from Indianapolis, California. He also has an up-to-date woodworking shop in Bracebridge where he makes furniture and enjoys such crafts as stained glass and making Tiffany lamps.

Toy Magic moving up in retail business

By DONNA KELL, Herald Special

Georgetown's Toy Magic on Armstrong is moving down the street, and up the ladder to success.

President Marion Manning began Toy Magic as a retail store 10 years ago. Today, it is a wholesale distributor of children's items.

"We're moving to a space approximately four times the space we're in," said Mrs. Manning.

Three years ago, husband Jim gave up his job as a vice-president of another company, to join his wife at Toy Magic. Husband Jim looks after the warehouse operation.

"I look after the front, he looks after the back," explained Mrs. Manning.

Toy Magic, along with expansion from an 8,700 square foot building to the new 22,000 square foot building, will also undergo a name change. "Toy Magic doesn't describe what we do anymore," stated Marion Manning. "We had people thinking that we only supplied toys."

The new company name is Childscope Educational Materials. The company recently peaked at \$2 million in sales, making it no longer a small business by provincial government standards.

With the success of Toy Magic, the Mannings plan to open a branch in the Maritimes.

A fully national corporation, Toy Magic has been shipping from St. John's to Vancouver. "To the best of our knowledge," said Marion Manning, "we're the fastest growing distributor of our kind in Canada."

Toy Magic, or Childscope Educational Materials, as it will be called, supplies "everything that a child care centre could use to set up," according to Mrs. Manning. The new warehouse is already being filled with books and supplies for the January 28 opening of the new building at 91 Armstrong Avenue.

The Mannings' new building is being constructed by Ferro Steel, who will lease the property to Childscope. Childscope will be fully computerized, in addition to being larger than the 93 Armstrong location. Mr. and Mrs. Manning will run the show jointly from their own offices.

The Mannings have lived in Georgetown for the past 15 years. Several years ago they built a house on 15 Sideroad.

Should you get capital gains and dividends in your RRSP? — Yes



IT'S YOUR MONEY
Paul J. Rockel

(NC) — It amazes me that so many financial "advisors" say you should invest your RRSP dollars only into "fixed" or "guaranteed" interest-earning investments, and use investments that achieve capital gains and dividends for "other" investments (that is if you have any additional dollars to invest).

They reason that interest-earning investments are normally fully taxable (after the interest, capital gains and dividend deduction of \$1,000 is used up), so put your interest-earning investments into an RRSP where they grow without incurring any current tax liability. That is true.

Many of these "advisors" further reason that if you plan to earn dividends and capital gains (by investing in something you "own", such as stocks, businesses, mutual funds, or real estate) your gain is taxed very lightly (if at all), and therefore these investments should be outside of your RRSP. Again, this makes sense, according to the tax laws.

The biggest problem of all, that most people face today though, is that they utilize all their savings into RRSP's (because of the obvious tax-deductibility of them) and have very little, (if any) monies left to invest outside the RRSP. It is my bet that most readers of this column find themselves in that same situation.

I've got a further question: "What's wrong with earning dividends and capital gains in your RRSP?" After all, if the combined capital gains and dividend return

were averaging just 12%, and your interest-earning investments inside your RRSP were earning only 11% (or less), wouldn't you rather have the 12%, even if it was made up of capital gains and dividends? I would.

If I were age 40, and put \$4,000 a year into my RRSP each year through to age 65, at 11% I'd be worth \$507,995 whereas at 12% I'd be worth \$597,335. That's \$89,000 more dollars.

Who cares if they are capital gains and dividends, rather than interest! \$89,000 more dollars is \$89,000 more dollars available to produce my retirement income.

Yes, I believe you can average 12% and better, in what I call "equity" mutual funds. They invest in a broad spectrum of Canadian industries, watching over those investments full-time, every working day, making changes and improvements whenever they feel they are advantageous. And, furthermore, most have averaged considerably more than 12% over the past 10 and 20 years, with the better funds averaging 15% to as high as 20% per year over those time spans.

I like the "extra" dollars, be they earned through capital gains and/or dividends.

Your comments and questions are welcomed. Write: Paul J. Rockel, Regal Financial Centre, 153 Union St. E., Waterloo, Ontario N2J 1C4 and/or for a copy of his book "Why I Invest in Mutual Funds" forward payment of \$8.95 (retail \$12.95).

PAUL J. ROCKEL is President of Regal Capital Planners Ltd. and of the Independent Financial Services Association of Canada.

2nd home granted

No objections were heard by the town Jan. 18 for an application by Julien Croteau for permission to keep his second residence on a 50-acre rural lot on the corner of Sideroad 15 and the Fifth Line.

The previous council allowed Mr. Croteau to build a second residential dwelling for a temporary period of three years.

Senior Planner Terry Korslak said the situation is unusual because Mr. Croteau was bequeathed the property but the current tenants are allowed to remain in the first house until 1996.

Mr. Croteau is applying for a rezoning of the land - actually just an extension of the previous rezoning - to allow his second residence.

Town staff are expected to report back to General Committee with a recommendation Feb. 1.

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