Chamber supports industrial growth

By DOUG PENRICE Herald Special

The Town of Halton Hills is finally beginning to grow after almost years of no growth. New residents will be able to find homes in both Georgetown and Acton, these homes will house many new people to our community and will allow existing residents the opportunity of owning a new house.

The Halton Hills Chamber, supports this new growth, it will mean more new businesses to town and existing businesses will expand to service the new residents. Of special interest in both Acton and Georgetown is the areas designated for new industrial growth.

Industrial growth not only provides jobs for local residents, in also generates taxes for the municipalities relieving the home owners of increased taxes. In the past municipalities strived to have a base of assessment of 60 per cent residential and 40 per cent industrial/commercial. The Town of Halton Hills has approximately 75 per cent residential and 25 per cent industrial/commercial. This solit means that homeowners pay a higher rate of taxes than other municipalities of similar size.

To give an example of how industry should be welcomed, and encouraged to settle here is a recent proposal to establish a factory just north of the 401 and east of Hwy. 25. The Town of Halton Hills has designated this land as rural industrial or dry industrial which really means that the land will not be serviced by either water or sewage. The developers would be required to have their own well and septic system.

Chamber to hold hiring seminar

The Halton Hills Chamber of Commerce in conjunction with the Federal Business Development Bank is pleased to be offering a one-day seminar on Hiring And Recruiting Personnel.

This one-day seminar commencing at 9 a.m. at the North Halton Golf Club is an excellent opportunity for you and your company to improve hiring skills. The cost of the seminar is \$95 and includes lunch.

This important seminar will be held May 10, at the North Halton Golf and Country Club located at Maple Avenue. The \$95 cost includes lunch and all course materials. Don't delay as seating is limited to 25 participants. Please call the Chamber at 877-7119 for more information.

The property is 40 acres and a large building measuring 315,361 square feet will be built. The company will manufacture and distribute plumbing supplies and

when fully operational employ 265 What does this mean to the community? This company will provide 265 people with jobs directly at the plant and many more will be created to serve a company this big. Service people, tradesmen, accountants, consultants and many more will provide goods and services to the plant. The work force will buy houses, cars, clothes and much more from local merchants, everyone wins.

A big winner is the taxpayers of Halton Hills, a complex of this size will generate \$250,000 in property taxes equivalent to over 120 homes in the urban area. Just think of the services required by those 120 homeowners, water, sewage, garbage collection, street lightning, recreational facilities, libraries and social services to name a few. Now compare this to the proposed factory, they will not receive water, sewage, garbage collection or street lightning to name a few. The cost to the town of providing services to this property is substantially reduced as compared to a residential development.

This one example shows that in order for the Town of Halton Hills to be able to provide and expand services in the town we need a mix of both residential and industrial developments.

The Halton Hills Chamber of Commerce is committed to serving both the businesses and the residents of Halton Hills. For further information about the Chamber call 877-7119.

Firms line up to take over Wardair



Your **Business** Diane Maley

Do we want competition so badly that we're willing to let a foreign company run one of our airlines?

My, how things have changed. At stake is who will end up with Wardair Inc., Canada's No. 3 airline. Lining up at the gate are that homegrown giant, Canadian Airlines International (formerly Canadian Pacific), No. 2 in Canada, and a profitable contender from south of the border, American Airlines. American says it plans to make a firm bid later this month.

To overcome the stigma of its foreignness, American would limit itself to a minority position in Wardair, letting a group of relatively passive Canadian investors buy three-quarters of the company's shares.

Calvin Goldman, the federal government's competition watchdog, has been pressing Max Ward to beat the bushes for another buyer. If Wardair falls to Canadian Airlines, the airline market will be less competitive, Mr. Goldman believes. He's right.

But Wardair is a public company; its shares trade on the stock exchange. Mr. Ward's job is to find the best price for his company's shares, all other things being equal. If other things are not equal, Mr. Ward will have to assess which buyer will best ensure the future health of the company.

HAPPENED BEFORE The last time a foreign airline tried to set up shop in Canada, it was smacked down by the National Transportation Agency. The agency said that although Air 2000 UK Ltd. owned only a quarter of the shares of Air 2000 Airlines of

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Toronto, in practice it would run

the show.

Looking at the group lining up behind American Airlines, the same argument could be made. Backing the airline are Atlantis Corp. of St. John's, which helped Air Canada start a commuter service in Eastern Canada in 1986; Shieldings Inc., a Toronto merchant bank; and Penfund Management Ltd., a Toronto pension-fund manager.

Given that the other players are investment companies by nature, one could argue that American would be in charge. The group says it will structure its offer to get around this problem.

The danger is that the government will get involved in the bidding process somehow. If the result is a higher bid, Mr. Goldman's attentions will have been a help. If Mr. Goldman is more concerned about competition than anything else, it could be a problem.

BIDDING LIKELY

American Airlines would like to get their hands on Wardair. For Canadian, the purchase of Wardair would eliminate a tough competitor. For American, Wardair

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would give it a much bigger foothold in the Canadian market. Besides, American dislikes Canadian immensely.

The two airlines have been fighting over a computerized reservation system that American charges would shut it out of the domestic reservation business. The system is a joint venture between Canadian and Air Canada.

The people at American know how to run an airline. The parent company, AMR Corp. of Texas, had its best year in 1988. Profit leaped by 140 per cent to more than \$500 million: If the American bid comes through, shareholders could fare well.

But what about the Canadian people? Who would we rather see running Wardair? I tend to agree with Calvin Goldman.

To line up on the side of American Airlines is to welcome a new competitor. One only has to think back to how it was before Max Ward came on the scene. The prospect of Air Canada and Cana-Both Canadian Airlines and dian Airlines controlling the whole Canadian market is not pleasant.



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