

MEN IN BUSINESS



BARRY MANHIRE
CMA

Barry Manhire

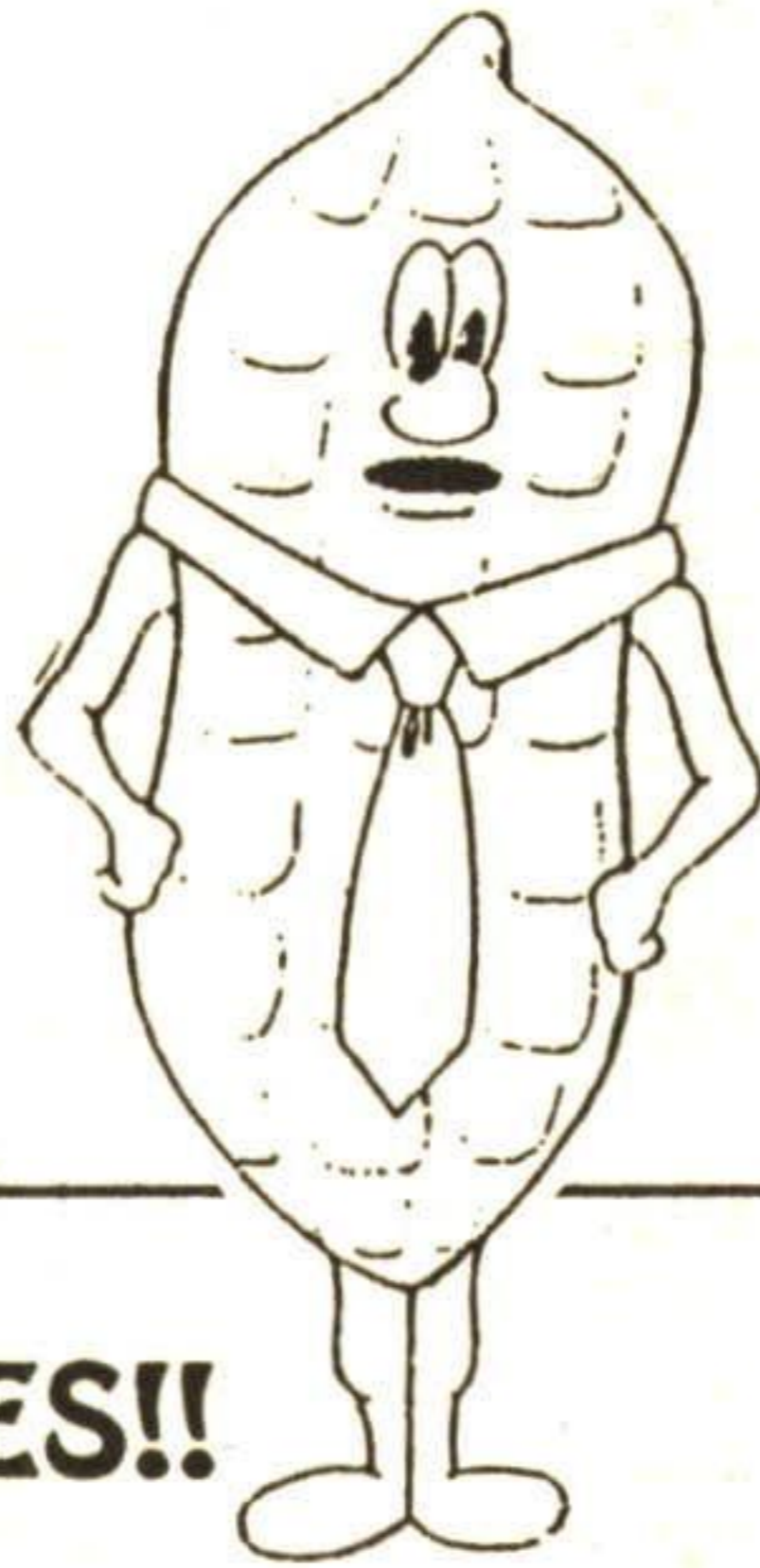
Barry Manhire wants his customers to "say nuts to high taxes." The jovial accountant with 25 years in the business always enjoys a bit of fun. "I'm not a staid accountant with a green eyeshade."

In his private accounting practice, he offers professional, friendly service in financial planning, tax planning, and preparation of financial statements. Small and medium businesses are his specialty. His local clientele include construction firms, restaurants, and automotive sales and services, but he's equally happy to do personal taxes during this busy spring season.

In business for himself for about a year now, he says he started by literally knocking on doors to find clients. His good reputation spread by word of mouth, so he now has customers from Toronto, Oakville, and Bolton as well as Halton Hills. "My main area of expansion is the recommendation of clients."

In his introductory letter to new companies, he writes, "I really want your business. You really can afford me. Call me, and I'll give you an offer so good you'd be wise not to refuse it."

The offers seem to work. "I work with each company to make their business a success. As their business succeeds, so do I."



"Say Nuts!" to HIGH TAXES!!

BARRY J. MANHIRE, CMA 873-3995



DEREK HAZELWOOD

Derek Hazelwood

Customer service comes first at Apple Auto Glass, says owner Derek Hazelwood. "People can't believe what we do."

In the business all his life, Hazelwood wants to prove himself to sceptical customers. "We want more than just your job - we want you back. We enjoy doing the work." So when he replaces a windshield, he also gives the car a wash and vacuum, and refills your windshield washer fluid. He also offers pick-up, delivery, and drop-off service.

Times being what they are, he encourages people to try stone repair service instead of replacing a whole windshield. It reduces your claim with the insurer, and it eliminates sending 75 pounds of unrecyclable glass to the dump. But call your insurer first, before any windshield service, he says.

He's also enthusiastic about new "bond for life" urethane adhesives, so powerful they actually reinforce the car's structure and increase your physical safety as they bond a new windshield to the car.

A local resident, Hazelwood who is also a father of three, is proud to say he deals in town for parts and supplies. He'll go out of his way to fix any problem, and he loves to talk to customers. An avid fisherman, he'll be glad to tell you about the big one that didn't get away, too!



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DON SARGENT, F.R.I.
C.R.F.
Associate Broker

Don Sargent

Don Sargent is a "hometown agent" who has been listing and selling real estate here since 1966. He believes customers prefer an honest, hardworking and knowledgeable agent over someone who concentrates on advertising and flair.

For this reason he has taken many upgrading courses over the years, and has served as president of the Brampton Real Estate Board (which includes Georgetown agencies), chairman of the Ethics Committee, and chairman of the Real Estate Institute of Canada (Hurontario Chapter).

As an accounting student, he realized early on that office life wasn't for him. He wanted to get out and meet people, and to have some control over his own time.

"Sometimes the hours are crazy in this business, but I like the flexibility," he says. Nights and weekends may be busy, but he can take a morning off here and there.

While he welcomes industrial and commercial sales, his work is mainly in residential real estate. He has bank approval as an appraiser as well.

Over the years, Don has built up a loyal and extensive clientele, many of whom have become repeat customers and friends. He says, "It makes you realize just how short life is when you start selling to children of former customers!"



DUNCAN ATKINSON

Duncan Atkinson

Duncan Atkinson has seen steady growth in his lawn care business since he started five years ago with his wife Eileen. "We concentrate on customer service and good quality products. That's why we've done as well as we have," he says.

With a staff of 10 now, he provides fertilizing, weed and insect control, and aeration in a program that is customized for each client. Each spring, 800 people accept his offer of a free lawn analysis, aside from his regular list of customers. "I'm happy just to give the information if that's all they want. That's business," says Duncan.

But many sign on, spurred perhaps by referrals from satisfied friends and neighbors. Duncan feels his reputation is good around town, reflected perhaps in his attitude to the whole business. "I tell my employees they're working with us, not for us. We're a team."

With diplomas in Horticulture and Turf Grass Management, and 15 years in the industry, Duncan devotes most of his time to the technical and management side of his business. But he likes dealing with customers too. "I love talking about lawns, telling people about turf grass."



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Georgetown, Ontario



PETER ZIONS

Peter Zions

Peter Zions has been in the construction business since he was old enough to hold a broom on his father's building sites. He took over the business from John Zions in 1984 and hasn't looked back.

The lifelong Acton resident does residential contracting, including renovations to existing houses, and rehabilitation of old buildings that his company buys for resale. A licenced cabinet maker with several years of experience building furniture for the olde Hide House, Zions can look after your entire project from design and construction to finishing cabinetry.

"I like the variety in this work, and I like meeting people," he says. "Every job is different. I'm not looking at the same four walls every day."

He and brother-in-law Don Finnie have passed courses for R2000 home building. To further help the environment, they re-use old building materials, cupboards, and fixtures whenever possible, and send drywall and metals to recycling plants. "We used to chuck all that in the dumpster, but not now."

After many years as a euphonium player in the Acton Citizens Band, Peter spends more time at home these days with a young family - perhaps the next generation of Zions Construction Limited.



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HOME IMPROVEMENTS, POWER SAVER WINDOW CONTRACTOR, LICENCED R-2000 BUILDER



BINO DALLI

Bino Dalli

Carl's Catering is on the move. The well-known Brampton catering service is expanding into Georgetown, now that president and owner Bino Dalli has moved here with his family. "It's a great town," says Bino. "I hope to open a banquet hall here within three years."

Serving Halton and Peel since 1959, his father Carl passed the business on to Bino in 1989. "We're a close family," says Bino. His wife Leighann handles bookings from the office, while Mom and Dad, supposedly retired, still come in to work most days.

Carl's caters for groups of two to 3,000, at weddings, corporate open houses, receptions, dances, and private dinners. Chef Carl and his assistants can serve any cuisine you like, including Greek, Italian, Caribbean, Ukrainian, and Portuguese. They also provide marquees, tents, tables, chairs, and dinnerware, and offer a wedding package that includes a limo, disc jockey, and bar service.

"We've served royalty," says Bino. "The RCMP inspectors sat in our truck." Bino himself handles all deliveries in Georgetown, with a staff of over 40 behind him.

Bino carries on his father's tradition of community service, providing catered events for charities such as Easter Seals and the Rotary Club.

Carl's
Catering
Company Limited

Bino Dalli

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