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Local couple turns Yucatan vacation interest into import business

Through their recently opened company a LuAnn and Dave Georgetown couple is intending to bring a taste of the Yucatan Peninsula to this area. LuAnn and Dave Holmes have just launched the Yucatan Trading Co.

and are selling handmade Mayan hammocks. The Holmes stumbled across the colorful hammocks, handwoven by

the Mayan Indians, when they were vacationing in Mexico last year. "As soon as we saw them we couldn't believe

they were handwoven," said LuAnn Holmes. She added the Mayans sleep in the hammocks in their homes and use them as furniture.

After watching the Mayans weave the hammocks and learning of their 16th century origins, the couple decided they wanted to import them to sell at home.

Holmes said several people in the Georgetown area gave them information on importing, NAFTA, and how to operate a business, and earlier this year the couple went back down to Mexico to select their hammocks. They intend to sell them directly and through small

retail stores. The Mayans make the hammocks out of cotton or nylon and the Holmes' purchased nylon hammocks because they thought they would be more durable in the Canadian climate.

Holmes said the hammocks can be used inside or outside but are not meant to be left outside for the season.

She said the hammocks, which will comfortably accommodate two people, would be perfect for boats, cottages or gifts. The Holmes will sell them for approximately \$99. For more information call 873-7647.

—By Lisa Tallyn, staff writer

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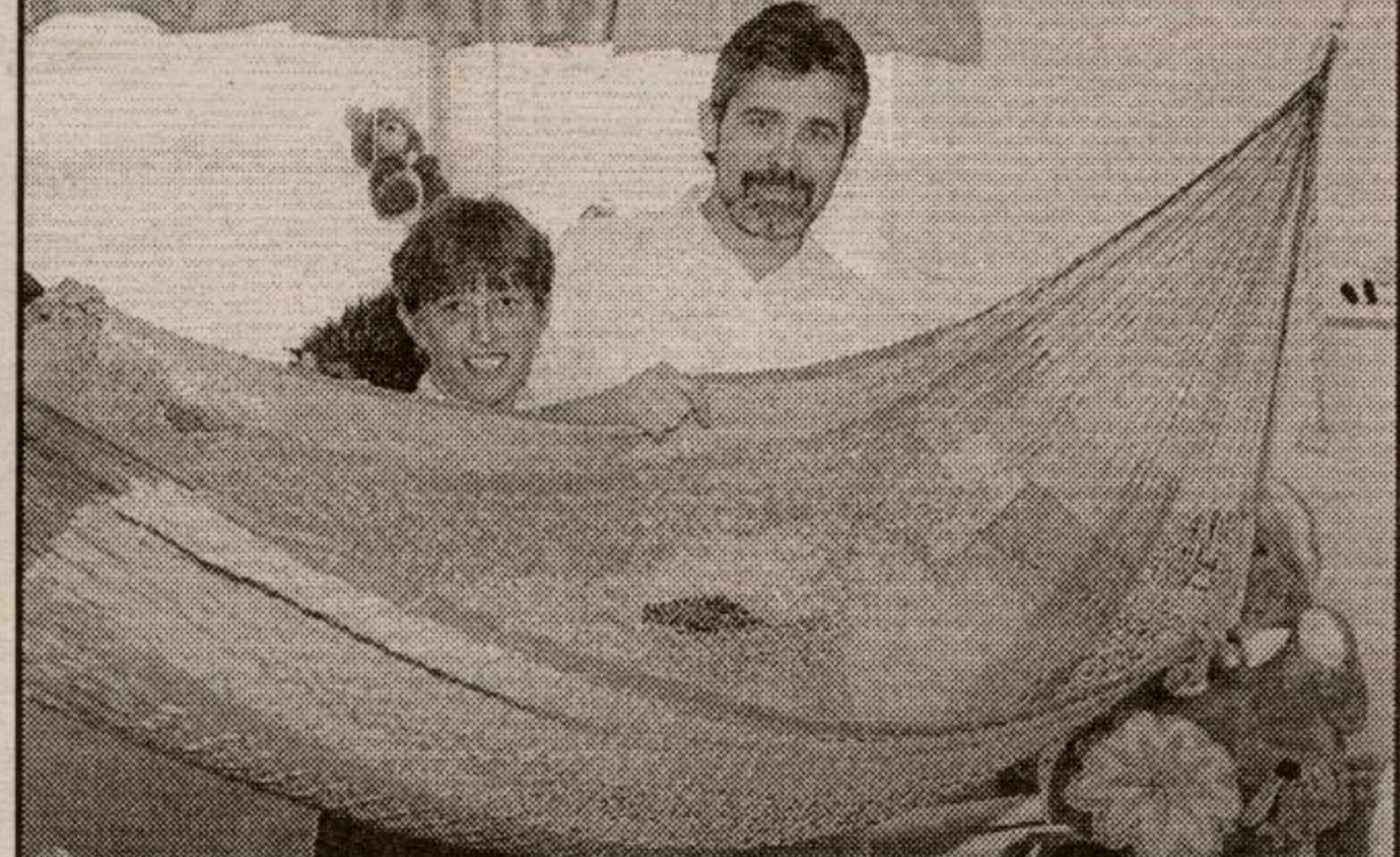
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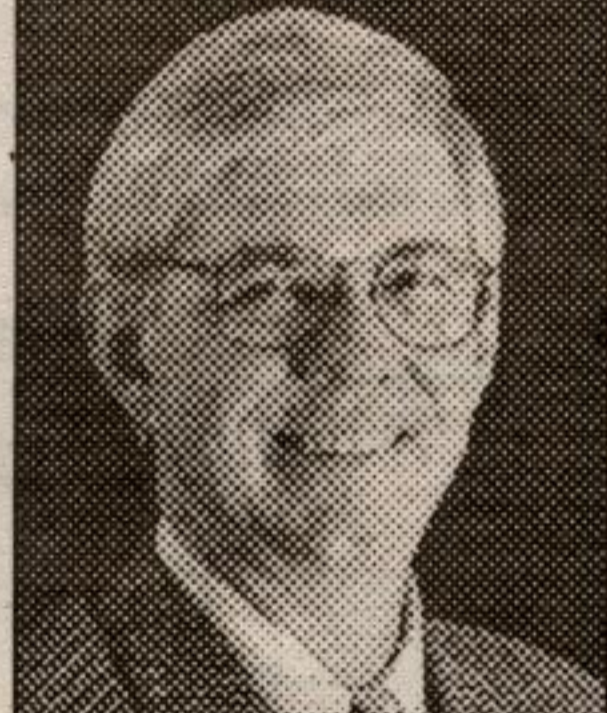
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LuAnn and Dave Holmes opened the Yucatan Trading Co. and are selling colorful hammocks handwoven by Mayan Indians. The hammock they are displaying is used regularly by their daughter to relax in in her room. The hammocks can be used indoors or outdoors.

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Rookies Become Veterans
 The majority of investors have entered the markets from GICs since 1990 and many of those have entered since 1994. In terms of investing experience these people are rookies. That is, they were until mid March. At that time the interest rates were increased in the United States, the economic growth news was too good, Canada resisted raising interest rates, the Canadian dollar fell, the markets fell, and Bre-X came crashing down around the rest of the news.
 This set of conditions will surely have tested those rookies in terms of understanding what type of investment style they prefer. Hopefully, that is not "run for the hills". After all, we don't run out and sell our house when the value goes down. On the other hand, those momentum investors would be long gone from bonds and equities. Speculators (as opposed to investors) probably are not talking right now, especially if they bought Bre-X high or are in the pennies.
 Historically, declines such as the one we are experiencing last around three months. At this time investor sentiment (read that as fear) is the driving force behind the market. The fundamentals are still positive. Inflation is low, interest rates are low, economic growth is healthy. Two weeks ago 8 of 19 sectors increased. Last week 4 of 19 sectors increased.
 Long term investors currently reviewing their asset mix may be surprised to see what the review tells them. It may indicate that switching into the very asset classes that have been falling. This will depend on individual situations. It is anything but a "run for the hills" approach.

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