

Business

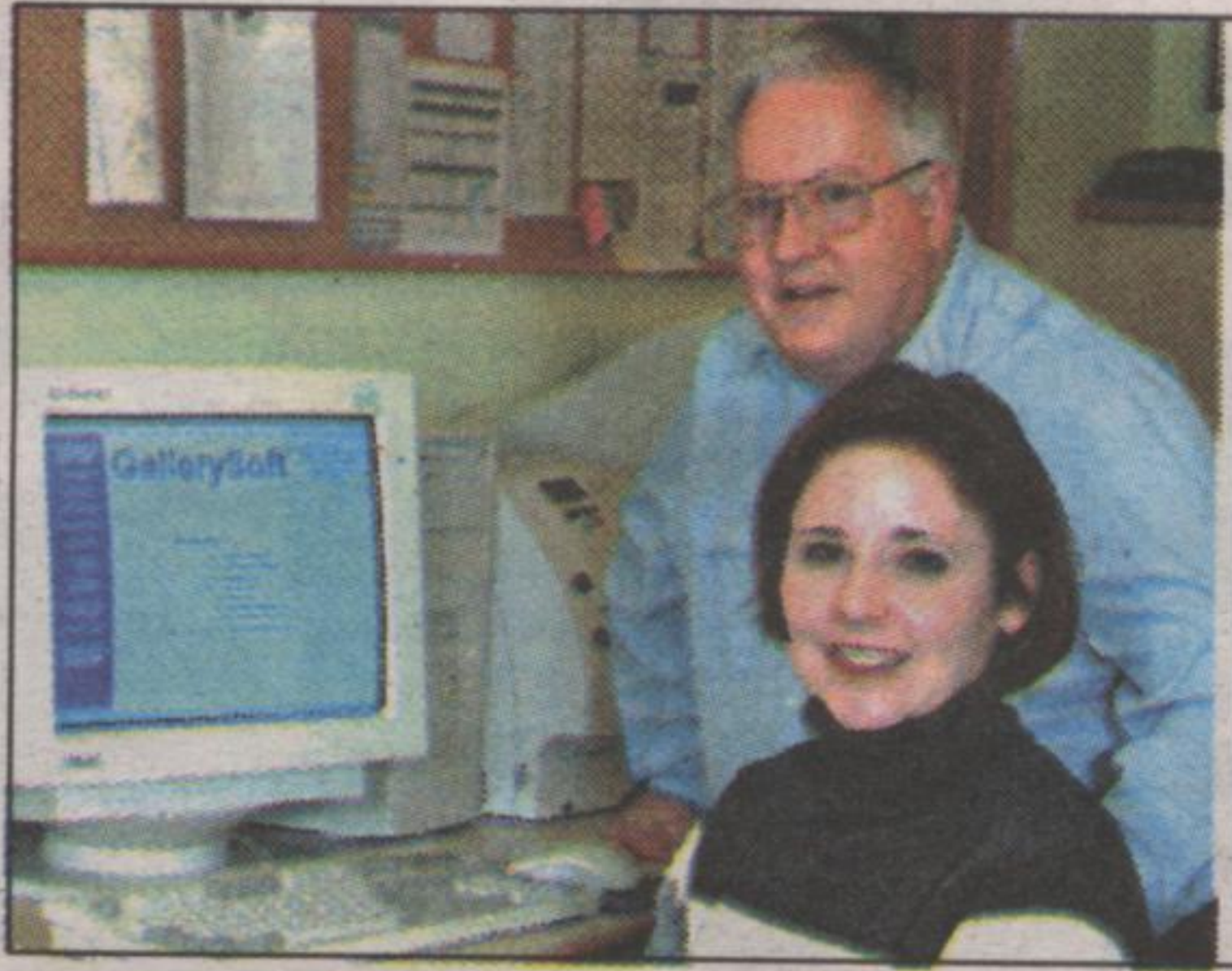
Local company will feature software at art fair

GallerySoft Inc., based in Georgetown, is one of the Gold sponsors for the upcoming Toronto International Art Fair 2000 to be held at the Metro Toronto Convention Centre from November 17-20.

This event will showcase \$150 million worth of art presented by approximately 60 selected art galleries from over 15 different countries. Show organizers are expecting more than 40,000 visitors including collectors, curators, and art professionals from around the world.

Moe Lamothe, president of GallerySoft Inc., says the Toronto Fair will be an excellent opportunity for GallerySoft to expand its presence even further into the international market. Currently, GallerySoft is being used in Canada, United States, Spain, Italy, Venezuela, and Australia.

GallerySoft, established in 1998, develops art management software programs to help galleries and artists manage their business more efficiently. Its novel approach to software development includes an invitation to



Moe Lamothe, president of GallerySoft Inc. and Joni Poplawski, director of sales and support, demonstrate their software designed specifically for the art world.

their clients to become part of the development process.

"Each gallery is unique. Why should they be expected to function on a carbon copy database?" said Lamothe. "We give them the opportunity to have the features they want."

With GallerySoft, information has to be entered once and only once. The program does the rest. For example, when a work is sold, the system automatically updates the status of the work, updates the location of the item, adds the item to the client's history record, updates the provenance record of the item, calculates the commission due to the artist, and posts the financial information to the accounting screen.

Some of the features of the recently released Professional Version of GallerySoft include the ability to process a transaction in any foreign currency, the ability to evaluate if an offered price falls within specified profit margins, the ability to e-mail one or several clients without leaving the GallerySoft program, and an amazing array of options available for reports.

GallerySoft will have a booth at the Toronto International Art Fair where there will be computers available for a hands-on trial. For information about GallerySoft and its products, visit its Web site at www.gallerysoft.com or call (905) 877-8713.

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Many people are unaware that there is more than one option for insuring your mortgage. Your lending institution is not the only source for this kind of protection. Better choices may exist; ones with greater flexibility and lower cost. It only makes sense to do some comparison shopping.

You don't have to buy your mortgage insurance (or creditors insurance) from your lender. If you get this type of coverage, they will pay off the balance owing if you die before your mortgage is paid off. The lender is the beneficiary. If you purchase insurance directly from your life insurance provider, you may get a lower premium, and you choose your beneficiary. If the balance owing on your home is less at death than the value of the life insurance coverage, then your beneficiary can pay off the mortgage and keep the difference to be used for something else. If you were to purchase a new home (or refinance with a new lender) at some time in the future, you could also keep your existing life insurance policy to cover your new mortgage; it is portable. You may also qualify for lower premiums if you are a non-smoker or are eligible for preferred rates based on health and lifestyle.

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