

Milton staff hoping to plug into the Internet: Reynolds

By BRAD REAUME
The Champion

A couple of Town of Milton employees took in Halton Region's internet seminar as part of the ongoing development of computer services at Town Hall.

"The town is getting a whole new system this fall," said Milton's director of leisure services, Jennifer Reynolds. "We will be able to find out what other municipalities are doing very quickly by using this technology. It helps with reports on pricing, policies and resources."

Ms Reynolds said the current system used by Milton relies on old mainframes, rather than PCs on a network, and is "pretty archaic."

Also at the seminar was Pat Kossup, recently hired by the town as the coordinator of technology services, with the responsibility of handling the computer switch.

"A connection to the internet is something in the town's future," said Ms Kossup, who added she wanted



Jennifer Reynolds

ed to see how business has used the internet. "We could post development information, as well as tourism, local events, leisure registration, team sign-ups and business development information. Anything you might want to give to interested people."

Working on the 'net

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example of how the Internet is affecting the way business is being conducted. Customers begin to rely on the up to date information on the Internet."

Mr. Bayoumi said any sales contacts which are generated by a web visit suggest that customers are "pre-qualified", having done their research, and are ready to deal. "Entering your website is like entering your showroom," he said. "People who use the Web seem to prefer websites which present information rather than hard sell marketing."

Mr. Bayoumi joked that the Internet can seem confusing because it was invented by rocket scientists for rocket scientists. However, he agreed it is getting easier to use all the time. For more information on upcoming seminars, call the Halton Business Development Office at 825-6000.

A better rabbit cage

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John Ayres, who is the product manager for Kane Vet Supply, a wholesaler out of Cambridge. He took a quick look at the video and said "This thing is a winner."

Since gaining a commitment from a buyer - which Mr. Gulak said was the hardest part of his business venture - the cage's inventor has found a manufacturer of barbecue grills who agreed to make the cage parts. Mr. Gulak does the final assembly at home.

While he was busy with this, Kane Vet Supply took the idea to pet stores and trade shows in both Canada and the United States and now has eager buyers all across eastern North American and even one in Germany.

"I just finished the final assembly on 500 cages, which come in three different sizes - regular, large and full freedom. They are priced at \$65.99, \$85.99 and \$99.99," he said. "This is comparable to most cages that were already on the market. The cage I originally bought for Willy was around \$80. A special full swivel mount water bottle is also available."

"Willy appears most at home in his full freedom cage. Young Ben said he thinks his two-year-old pet enjoys the new cage much more than the one he was first kept in. "I think it was neat (that his dad made the cage)," he said.

Mr. Gulak has invested roughly \$6,000 into his creation since its inception, and figures he's just about broken even. As a financial expert with a Mississauga engineering firm, he doesn't see Sylken Industries becoming a fulltime job. He did add, however, the past year's developments have boosted his cage idea from simply hobby to a serious yet enjoyable venture.

"I've learned a lot about the business world over the last year or so, most importantly how hard it is getting that commitment from someone to take a chance on your product and buy it. Nothing compares to this.

"The rest of the venture, making the product and video and finding a manufacturer, was challenging as well. And on top of everything else, it was rewarding to make my son a cage to keep his pet in," said Mr. Gulak.

Crime Stoppers of Halton

Cops want to talk to grey car driver

Burglaries to two homes a day apart have investigators in Milton wondering if the entries were committed by the same person.

During the daylight hours on July 12, a side door was forced open at a home on Fifth Line near Britannia Road.

The following day, a house on Derry Road near Trafalgar Road was entered by a thief who forced open a front door.

The list of stolen property includes camping gear, cameras, a compact disc player and several compact discs.

Detectives would like to speak to a man seen driving slowly on Fifth Line at 10 a.m. on the day of one entry. The driver was described as white, scruffy looking with dark hair. He was driving an older model grey car.

This type of crime continues to be a problem for rural residents of north

Halton. Help Crime Stoppers put an end to this by providing the names of those involved in these incidents.

If you have any information that leads to an arrest in this or any other case, you may be eligible for a cash reward of up to \$1,000.

You need not give your name and your information will be treated with complete anonymity. Crime Stoppers does not subscribe to call display.

Call 1-800-222-TIPS or 825-TIPS.

Crime Stoppers of Halton is operated by a board of directors made up of 18 civilians from all areas of Halton Region. The reward fund results from the financial support of business, industry, services clubs and private citizens. The board of directors raises the money, decides on the amount of rewards, and actually pays the rewards.

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