



The finished product

Reminiscent of a house from a children's fable, this beautiful structure is located in Burlington, Ontario. Timbersmith workers completed the shell in Hillsdale before dismantling it and moving it to the present site. From there the company would either complete the house with any required accessories, or leave it for the owner to complete. Note how this homeowner decided to retain a rustic feel without foregoing modern amenities like TV.

Plans for expansion

Cont'd from pg. 1

Timbersmith has recently purchased new property at the Horseshoe Valley Road cloverleaf on Highway 400. They plan to put in a business park and construct all of the buildings themselves. Walker points to business consultants and bankers who say that companies tend to overextend themselves and then go bankrupt. To that he replies, "I've paid my dues for ten years, never setting my goals too high. I know all aspects of this business, and now I know we're ready." He also explained that there is sometimes a need for companies to expand. "If we don't, I'll have to start making work for the guys."

A few new products have prepared the way for expansion. One of these is a piece-on-piece home that's been in development for three years. When the piece-on-piece system is activated, there will be different pre-designed models with pre-set prices. This should speed up production. This year they have 15 to 16 projects scheduled for completion. Next year they expect to do about 60 projects.

Currently all of the homes are custom built in Hillsdale and then dismantled and transported for installation at the owner's site.

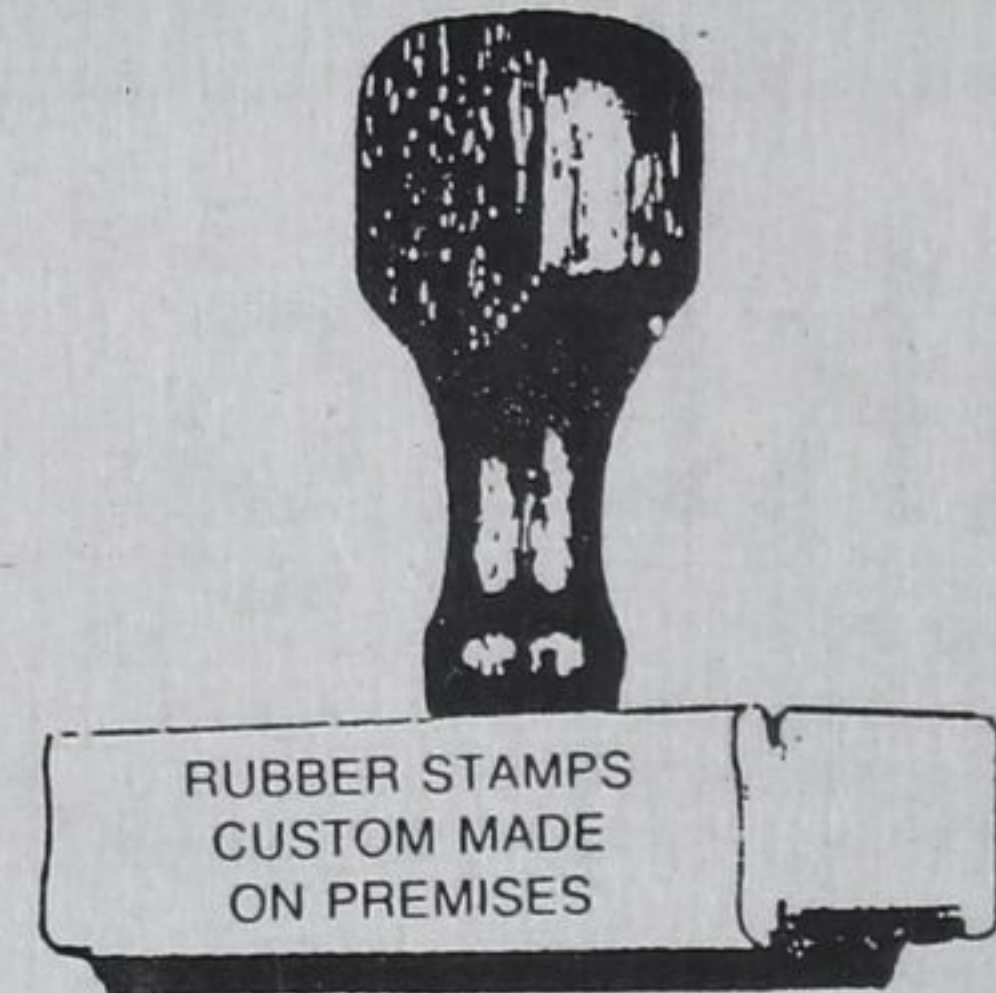
But not all of the new projects will be homes. A new product sees Timbersmith venturing into the world of log pools. These are very popular for their looks, their strength, and the versatility of being able to put them in any terrain. Log pools are stronger than aluminum or steel construction, and they can be built half in ground and half out on a sloping yard.

So far the swimming pools have been very popular, and Walker expects 25 of the 60 projects next year will be pools.

An aggressive marketing campaign, coupled with new tools and technology, will enable

Timbersmith to increase production dramatically with only a 50 per cent addition to their workforce.

All in all, the future looks very bright for Timbersmith and Cliff Walker.



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The New Minimum Wage Rates In Ontario

The following new general minimum wage rates (excluding harvest workers) take effect at the beginning of the work week in which **October 1st, 1988** occurs:

GENERAL (including domestics)	
General (hourly)	\$ 4.75
Students under 18 (hourly)	\$ 3.90
Liquor servers (hourly)	\$ 4.25
Hunting/fishing guides (half-day)	\$23.75
Hunting/fishing guides (day)	\$47.50

The following new minimum wage rates for **fruit, vegetable and tobacco harvesters** will go into effect on **January 1st, 1989**:

Adults	\$ 4.75
Students under 18	\$ 3.90

Maximum room and meal values in calculating the minimum wage (applicable to general workers at the beginning of the work week in which **October 1st, 1988** occurs, and to harvest workers, **January 1st, 1989**)

Room—private (weekly)	\$22.00
—non-private (weekly)	\$11.00
Meals—(each)	\$ 1.80
—(weekly)	37.50
Room and meals (weekly)	
—with private room	\$59.50
—with non-private lodging	\$48.50
Housing (weekly)	
for harvest workers only	
—serviced	\$69.00
—unserviced	\$51.00

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