

Hard work, good luck pay off

By Hal Blaine

RICHMOND HILL — The very special kindness and open hearts of the people in the Gormley area of Markham to a young Italian immigrant. And the remembered wise advice of a kind grandfather.

That's the story behind the story of one of southern York region's newest small business successes.

From arrival at age 23 in Toronto with a mechanic's certificate, to happy Canadian employer of six men in 11 years.

His auto service business has moved from Woodbine Avenue (formerly Don Mills Road) to Spruce Avenue and Yonge Street in Richvale.

It's in the rebuilt location of what was once a popular half-way house on the stagecoach road from Toronto to Newmarket.

With the coming of cars, the corner continued right through until now as a garage service operation.

Not second class

"When I came I felt like a second class citizen Italian... but not any more," says Tony Campagna, 34, father of three and local Lion. "It happened in Gormley."

That's why he and all his family are now Canadians and here to stay.

"People have really proved the country is really fully open. It shows if you work you can succeed. I never could realize it could really happen."

"It was partly self, I'm an active man. But all these people, really fine people. How can you expect it from people of another language, a former enemy. They must have some kind of

spotlight on people

heart which is really great, open for everybody. I've been through a lot, no regrets," says the native of Ceglie del Campo, a suburb of the southern Italian city Bari.

Educated himself

"Self-education helps a lot," says Campagna.

Upon his five years of elementary school he has piled a Toronto-Italian technical school mechanic's night course, business training from two Gormley garages, and management courses with a petroleum company and franchise operators.

He reads a lot, much of it browsing through an encyclopedia.

Lonely arrival

Campagna was 1½ years married when he arrived in Canada with wife Rosa and daughter Maria. A steady job was tough to find. He had no sponsor, only a mechanic's diploma.

He had some hard times with low-paid jobs, unemployment, and language. But every time along the way it was somebody's kindness that got him over the bumps.

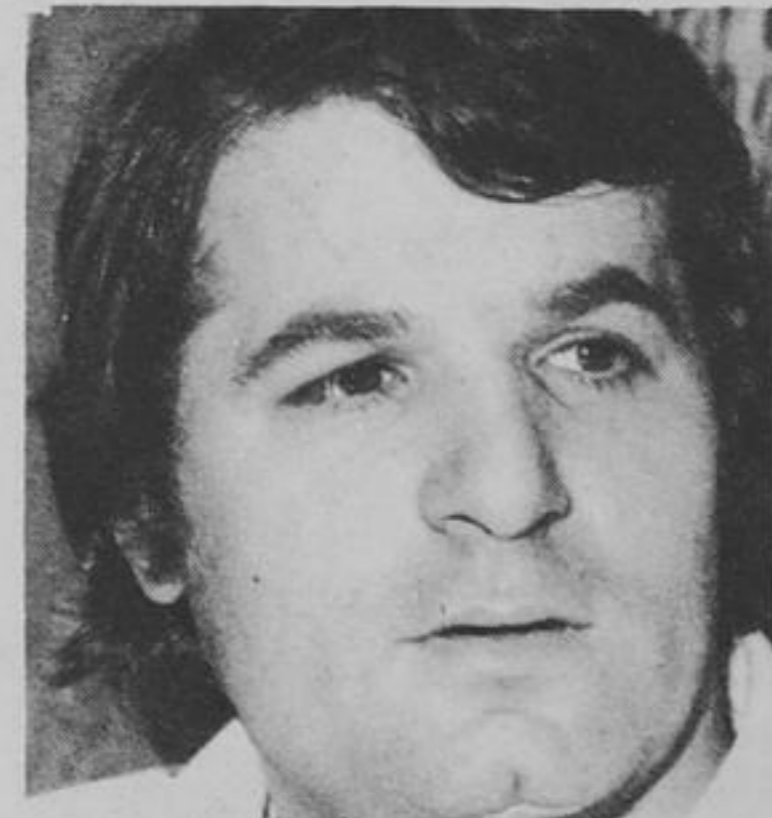
A chance meeting on St. Clair Avenue, or a tool salesman who believed in him.

When the man trusted him with \$2,000 worth of tool box, Campagna was astonished.

"I couldn't believe it. How come he trusted me with all these. This guy must be out of his mind."

Really unhappy

He learned some English, but was



Tony Campagna
..... success in business

consulately unhappy. Then came the Italian relate sponsored technical school course, a better job, a house in Pickering. Things got better.

He went to Gormley to fix a truck. It happened to be at a gas station run by a very old man he'd never seen before.

By the time he finished the truck job and left, he'd been offered, persuaded and helped into his own repair business there.

The garageman wanted to retire to only pumping gasoline.

The old Mennonite had the property and lots of work, but needed somebody to share the load.

First partnership

Campagna did some work for another nearby garage at Gormley Road and Woodbine Avenue. As time passed, he was taken into partnership there by the owner who also wanted to retire.

Campagna was pretty scared, but with on-the-job training, advice from a Richmond Hill lawyer, a loan from a Richmond Hill trust company, reasonable thrift and hard work, he became an established businessman.

"The first day I was shaking there all by myself, afraid to hire anybody, thinking I don't know nothing."

Another step

In March, 1973, Campagna felt he'd made enough to buy the present Yonge Street property, which he renovated into a two-pump two-bay general garage.

Six months later he went into the muffler business, seeing a franchise advantage of low inventory and good

price in the custom pipe bending machine idea.

Disaster struck

Two years of good business passed, but the franchiser Mighty Muffler, went bankrupt. Campagna was left in the lurch without a parts supplier.

He needed \$20,000 worth of stock and didn't have enough room for it. Solved the problem by buying a truck trailer and parking it in the backyards.

Campagna incorporated himself as Richmond Hill Muffler Service Centre Ltd.

Meantime another franchiser, Midas Muffler, was looking for an outlet in Richmond Hill. But they couldn't find land.

They made an offer but it looked too big with all the building and financial requirements.

Midas continued looking in the area and Campagna began to wonder what would happen to an independent operator if a big franchiser opened up.

Grandfather's advice

Then he thought of what his grandfather used to say. "Better to join the big fish instead of having the big fish eat you up."

So in September, 1975, he made the plunge with Midas. He improved his building and took out the gas pumps. Added two more bays and a stock room.

Things have worked out well. His wife and 13-year-old daughter help with the office.

The chart on the wall shows business volume well over target month after month. The profit is shared with the men, in addition to their salary. Richmond Hill really needed a muffler shop, he says.

Canadian spirit

People have been good with Tony. And in the spirit of Canada he doesn't want to grasp it all. Sharing is good for everybody.

The family is moving into a new home down the street. He sponsors a soccer team and son Ralph plays on it. There is a younger daughter Victoria.

A former Victoria Square Lion, Campagna took a leave of absence this year from the Richvale Lions so he could concentrate on the business changeover.

The Campagnas like to travel for recreation, mostly to the United States. They have relatives in Chicago.



Buttonville bombed

Hailstones up to three inches in diameter that fell until they covered the ground, according to eyewitnesses, did considerable damage to aircraft at the Buttonville Airport Friday. The most damage was done to some of the helicopters and here Michelle Kryzanaszkas of Maple examines the smashed, glass bubble on a machine owned by Toronto Helicopters Ltd.

He didn't need a lawyer

RICHMOND HILL—Whoever said "A man who acts as his own lawyer has a fool for a client," would have had a hard time convincing Fred Hartung of Toronto.

Hartung, who appeared in provincial court on a charge of taking a vehicle without the owner's consent, appeared

on his own behalf and won an absolute discharge from Judge R.B. Dnieper.

Court was told by Gordon Blakely of Downsview that the accused rented part of his garage in Vaughan and also did some part-time work for him as a mechanic. He had seven tractor trailers and one of them was taken the

night of April 21.

Constable John Bortolucci, testified that, while on routine patrol, he came across the truck in question sitting on a lawn with Hartung at the wheel.

The accused was spinning the truck wheels and there were several crushed garbage cans behind him.

Constable Blakely said he stopped the car engine and arrested Hartung.

In his testimony, Hartung appeared dressed in overalls and carrying a brief case, said he had been "very intoxicated" that evening and had asked a friend of his to check some mechanical defect in the truck.

His friend, with Hartung accompanying him, drove the truck around for awhile and then abandoned it in a driveway, with the motor running. He said his friend had told him he had to get home to catch the 11 o'clock news.

Hartung said that people in the neighborhood complained about the truck and he got in the driver's seat to turn it off, only to find "four police cars there."

When asked by Crown Attorney Iain Cunningham if he had permission to take the truck, Hartung said he hadn't. He said also he hadn't had a driver's licence since 1959.

After granting him an absolute discharge, Judge Dnieper asked the accused if he had anything else to say.

"Yes," Hartung replied, "I saved \$100 on a lawyer."

Interrupted sleep

York regional police constable Kelvin Caballo told the court he had to shake a car belonging to John McCormack, 46, of Sharon, "five or six minutes" to wake McCormack, who was sprawled across the front seat sleeping, when he came across him March 21, about 1:40 a.m.

He said the car was parked in a lot at 16th Avenue in Richmond Hill. McCormack, who was subsequently charged with impaired driving, eventually opened the car door for him and got out, the constable said.

The keys were in the ignition and the accused, who smelled of alcohol, held onto the car door for support, Caballo said.

McCormack told him he had stopped to rest, the witness said. At the police station, where he was taken, a breathalyzer test of the accused registered 210 milligrams of alcohol for 110 milligrams of blood. A reading of 80 is considered sufficient for impairment.

In his testimony, the accused said he had drunk three beers from 7 p.m. to 12 p.m. at his daughter's in Toronto, before driving five miles to 16th Avenue and pulling into a lot.

McCormack was fined \$250 or 10 days and suspended from driving for six months.

He was given 60 days to pay.

Town's taxes held steady in Markham

BUTTONVILLE — Markham residents are in for some good news and some bad news when they get their 1976 tax bill.

The good news is that the town has held a firm line on its municipal rate — there'll be no increase in the town levy.

The bad news is that there will still be an increase in the bill, due to increases in the regional and education requirements.

For the average Markham homeowner whose home is assessed at \$30,000, the bill will amount to \$862.50.

That's a \$79.50 increase over 1975 and breaks down as \$78 for education and \$1.50 for the region.

This year's tax bill includes a total of \$504 for education, \$159.50 for the region

and \$199 for the Town of Markham.

Markham has increased its commercial and industrial assessment by \$11 million, said Town Treasurer Alex Barton.

"Our added assessment has assisted in stabilizing the mill rate," he said. "We have economized where ever possible and have made some reduction in the parks and recreation programs this summer."

The education portion of the \$19.2 million levy totals \$10.4 million. This is a 27 per cent increase amounting to \$2.2 million over last year's requisition.

"That's why we have a \$78 increase for education. How can we prevent it? Our assessment growth just can't take care of that," Barton commented.

The Liberal
VOLUME 100, NUMBER 9
10101 Yonge Street, P.O. Box 390, L4C 4Y6, Ontario
TELEPHONE — 884-1105, 881-3373
CLASSIFIED — 884-1105, 881-3373 CIRCULATION — 884-0981, 881-3374

Home delivery of The Liberal is 80 cents every four weeks, by mail \$9.90 a year in Canada, \$15.00 a year outside of Canada. No local mail delivery where carrier service exists.

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The Liberal is published each week by Metrospan Community Newspapers Limited. This newspaper is a member of the Canadian Community Newspaper Association and the Audit Bureau of Circulations.
Second Class Mail Registration No. 0190

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