## ESSEX BUSINESS Are your business cheques up to spec?

(NC) – Canadian cheque formats are changing in preparation for a new clearing process. As a result, all business cheques require some changes to meet new specifications published by the Canadian Payments Association (CPA). Consumers are receiving the updated cheques as they need to order a new supply through their financial institutions.

Key changes include the adoption of a numeric date format, standardized positions for certain fields such as the amount in figures, and mandatory elements to be printed on the back of cheques. Full details are available on the CPA's web site at www.cdnpay.ca. Businesses that have not yet updated their cheques are strongly encouraged to do so by June 30, 2007. Any new cheque orders printed after that date should reflect the new requirements.

If your business produces its cheques using software or an internal system, you will likely need to adjust how it prints certain elements, such as the date format. Your

**CANADA'S BEST SELLING COMPACT SUV<sup>†</sup>** 

cheque stock will also need to be updated to reflect new requirements for printing on the back.

If you have custom cheques printed by a supplier, you will need to ensure that the supplier modifies the formats to comply with the new specifications.

Cheque printers and businesses that print their own cheques should provide samples to their financial institution for testing to confirm that their new cheques meet the new specifications.

To help clients make a smooth transition, financial institutions will continue to accept "old format" cheques until the new clearing process is implemented in the latter part of 2008. This extended transition period will enable businesses to use up their existing supply of cheques and make any

required updates to software.

JUST GOT BETTER FLOW-THROUGH CENTRE CONSOLE **AVAILABLE SIRIUS SATELLITE RADIO** STANDARD ADVANCETRAC® w/ROLL STABILITY CONTROL STANDARD SAFETY CANOPY SIDE CURTAIN SYSTEM **POWERDOME HOOD** STANDARD PERSONAL **SAFETY SYSTEM MP3 AUDIO JACK EARTH FRIENDLY** "TOP OF DASH" INFORMATION DISPLAY SEAT FABRIC Escape's optional Intelligent 4WD System is always on and always working. It automatically monitors Loem **CLEAR LENS HEADLAMPS** traction and adjusts torque distribution as needed to give you maximum grip. **BOLD NEW** FRONT GRILLE **STANDARD ABS** AVAILABLE FOG LAMPS & AUTO LAMPS **ROBUST STANCE** STANDARD TIRE PRESSURE MONITORING SYSTEM Escape Limited Shown. MSRP \$33,694<sup>++</sup> INTRODUCING THE NEW 2008 FORD ESCAPE. 2008 FORD ESCAPE XLT Thanks to Escape's standard new auxiliary audio input jack, you can plug in your personal MP3 player into the vehicle's sound system. SIRUS Satellite Radio is also available. A.P.R. Introductory Lease Offer PER MONTH/48 MONTHS LEASE WITH \$3,299 DOWN PAYMENT OR EQUIVALENT TRADE. FREIGHT \$1,250. **\$0 SECURITY DEPOSIT:**\* All 6 airbags now standard. The dual front airbags in our Personal Safety **2008 FORD ESCAPE STARTING FROM** \$22,999° System<sup>®</sup> are now joined by front-seat side airbags and the side-curtain airbags of our Safety Canopy<sup>™</sup> System. **n% 36 Month** with (()) ESCAPE ATENTION GRAD 1 SEA HURRY, THE BEST SELLING COMPACT SUV IN CANADA IS WAITING HECOGNITION HE FOR YOU AT YOUR LOCAL FORD STORE. FUEL ECONOMY HIGHWAY 7.7L/100KM (37 MPG) CITY 10.3L/100KM (27 MPG) **Built for life in Canada** ford.ca

## One-stop shop: Online resource for small business owners

Wednesday, April 11, 2007 • Page 21

(NC) – A successful small business doesn't revolve solely around a great idea: It takes hard work, perseverance, dedication and wise money management. Achieving success can sometimes depend on having access to the right information and Visa has developed an easy-to-use small business resource, visa.ca/ smallbusiness.

The site boasts articles on a variety of topics. The finance section examines how to go about paying yourself, getting your customers to pay you, and how to keep your investors happy. In the human resources section, you will find tips on training resources for you and your team, finding the right employees, and letting the bad ones go. Sound sales and marketing advice is offered on building websites, networking, advertising and communications tips. The technology section lists great advice on selecting the right office computers and other equipment.

The site also features informative publications. Visa recently commissioned a special guide called: Starting, Managing and Growing Your Small Business – A Financial Perspective. The guide aims to provide valuable advice and address important financial issues businesses deal with during various stages of the business life cycle.

The Visa Handbook of Best Financial Practices is designed to assist small business owners in confronting challenges they face when starting up and in their day-to-day operations. The handbook covers key areas where small and medium-sized businesses often find opportunities for improvement: financing, cash flow management, procurement, record-keeping and risk management.

Business owners can keep current by signing up for the Visa Business e-Newsletter, containing business articles, guides, tools and advice from the experts.

The www.visa.ca/smallbusiness website is packed with resources to help your small business flourish.

WISE BUYERS READ THE LEGAL COPY: Offer Valid in Ontario only. \*Lease a new 2008 Ford Escape XLT FWD I4 for only \$269/\$299/\$323/\$345 per month (after delivery allowance of \$1000 deducted) based on an annual lease rate of 4.8% with a down payment of \$3299/\$2000/\$1000/\$1000/\$0 or equivalent trade-in and a 48 month lease from Ford Credit to qualified retail lessees, on approved credit. Total lease obligation is \$16,211/\$16,352/\$16,504/\$16,560. Optional buyout is \$11,234.58. Some conditions and mileage restrictions of 80,000 km over 48 months apply. A charge of 12 cents per km over mileage restrictions applies, plus applicable taxes. First month's payment and \$0 security deposit required. \*\*Or choose to purchase a 2008 Escape (excluding Hybrid) starting from msrp \$22,999 with 0.0% APR purchase financing for a maximum of 36 months to qualified retail customers, on approved credit from Ford Credit. E.g., \$20,000 purchase financing offers may be required based on approved credit from Ford Credit t.g., \$20,000 purchase financing, report, perchase financing offers may be required based on approved credit. All offers exclude freight (\$1,250), license, insurance, registration, PPSA, administration fees and all applicable taxes. ±HNo Security Deposit on all 2007/2008 Ford Escape Limited with Limited Chrome appearance package starting at msrp \$33,694 (after \$1000 delivery allowance deducted) Dealer may sell or lease for less. United with Limited Chrome appearance package starting at msrp \$33,694 (after \$1000 delivery allowance deducted) Dealer may sell or lease for less. United time offers. Offers may be cancelled at any time without notice. Some conditions may apply to the Graduate Recognition Program. See Dealer for details.