

ESTATE HOMES



The "Country Squire", 1750 sq. ft., \$107,900

Mln. lot frontage 100' x 250'

A magnificent 1/2 to 1 1/4 acre hillside estate community with architecture that is alive and stunning. Detailed craftsmanship is reflected in every feature and appointment and assures lasting distinction and elegant living for years to come.

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NEWMARKET	SALES OFFICE CENTRE ST.

640-1722

Scarlet Meadows

THE NEED NEVER CHANGES



When the Grand Trunk Railway had gas company employees in Niagara Falls late in the last century, an accident occurred. The day after an accident happened and its pilot was seriously injured St. John Ambulance volunteers were there to look after him.

A few months ago a home caught fire. A father rescued his seven year old from a smoke-filled room, then used the St. John Ambulance training to breathe the smoke into his own's lungs.

St. John Ambulance has been teaching and serving in Canada since 1883. They've taught nearly seven million Canadians first aid and health care skills that have been put to work during calamity, crises and community celebrations, at home, at work and outdoors. You're invited to be a part of their next hundred years. Give them a call. Learn how to help.

St. John Ambulance
The need never changes

Driving costs increasing says auto association

The cost of owning and operating a car in Canada continues to increase according to the new "Car Costs 1984-85" brochure released recently by the Canadian Automobile Association (CAA) in Toronto.

The CAA report is based on computations made by Runzheimer Canada, Inc., of Toronto. Runzheimer is an international management consulting firm specializing in measuring the cost of living, including transportation costs.

CAA car costs are based on a 1984 Chevrolet Citation 6 cylinder (173 cubic-inch displacement) four-door hatchback, equipped with standard accessories, radio, automatic, transmission, power steering and brakes, rear window defogger and an engine block heater.

Calculations are made for annual driving distances of 16,000 km, 24,000 km and 32,000 km with gasoline priced at a national average of 51.8 cents per litre. In addition, variable (operating) costs and fixed (ownership) costs are provided in the brochure on a national basis complete with a province by province listing.

According to Pat Curran, Manager of Consumer and Public Information for CAA Toronto, "The 1984-85 Car Costs Brochure is very useful for those who wish to determine reimbursement schedules for business purposes." The average per-kilometre cost is determined by combining operating and ownership costs. Operating costs, which include gasoline, oil, maintenance and tires, amounted to 6.76 cents per kilometre. These costs relate directly to the number of kilometres driven.

Ownership costs, on the other hand, include such items as insurance, licence

and registration fees, taxes, depreciation and finance charges. Computed at a national average of \$8.63 per day, or \$3,148 per year, ownership costs generally are expenditures not significantly affected by the number of kilometres driven.

A motorist driving 16,000 km per year therefore, would pay \$1,082 in operating costs and \$3,148 in ownership costs for a total of \$4,230 per year or 26.4 cents per kilometre.

Copies of the 1984-85 Car Costs brochure are available at CAA Toronto district offices or by contacting the Facts Division (964-3170 or 1-800-268-7068).

'Mexican coins worthless' says Paul Tuz

By JAN LONERGAN

Better Business Bureau

Mexican coins valued at approximately six-tenths of a cent, have been mailed to thousands of residents in Rex Humbard's latest attempt to rob Canadians of their hard earned dollars," cautions Paul Tuz, president of the Better Business Bureau.

According to Mr. Tuz, complaints have reached the Bureau that people have been mailed two Mexican coins with strict instructions to wrap the smaller of the two coins "with your largest bill and rush it back to the Lord's work."

Mr. Humbard warns that "if God leads you to give \$50 then \$25 won't do. Sacrifice whatever God speaks to your heart. And remember, the greater the sacrifice, the greater your blessing-Luke 6:38."

"Not unlike previous solicitations, this letter uses 'scare tactics' to coerce recipients to forward their donations. More specifically, Mr. Humbard warns 'Be honest with God. He is watching you'."

"Although some recipients will be able to view this letter for exactly what it is — a direct solicitation for funds — there is a sizable portion of our population who will be strongly intimidated by such solicitations and will fear the consequences of obeying Mr. Humbard's requests," remarks Mr. Tuz.

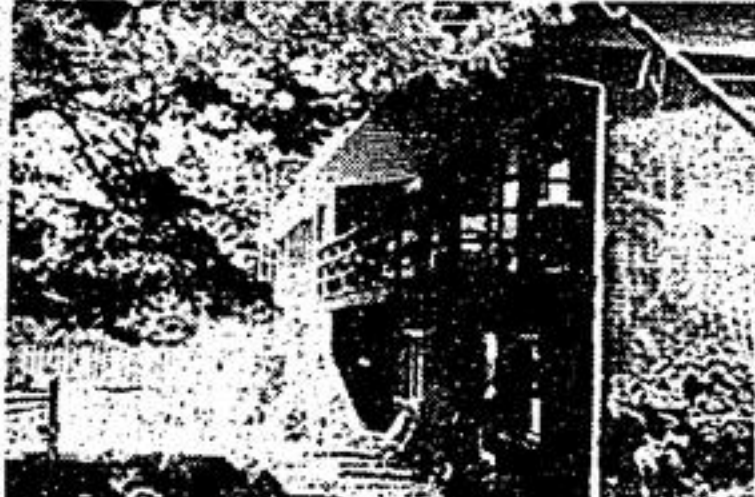
"All religious organizations depend primarily on donations. But no religious organization which purports to care for the spiritual well being of its followers should be permitted to pressure people to donate money, regardless of their ability to pay," concluded Mr. Tuz.

(Toronto Direct) 640-4151
(Mt. Albert) 473-3600

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114 Main Street West, Stouffville, Ontario L0H 1L0
"SERVING OUR COMMUNITY SINCE 1956"



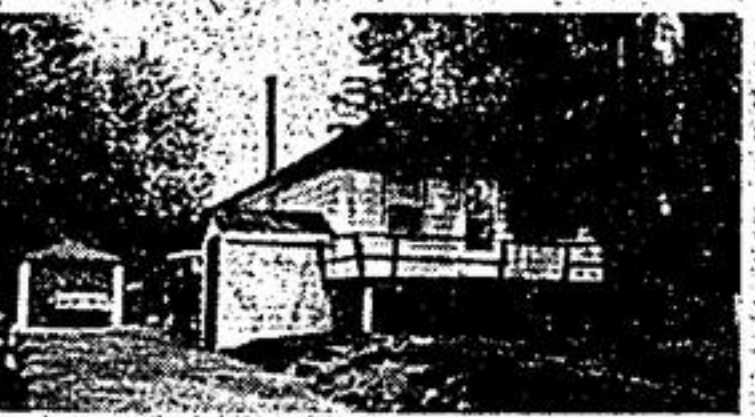
BEAT THE HEAT

Executive estate on 10 acs. complete with separate master suite or maid's quarters, 2 airtight stoves, cathedral ceilings, walkouts to deck, 2 sided fireplace, 2 indoor BBQs. 7 stall horse barn equipped with water and hydro makes this property an ideal horse lovers retreat. Must be seen to be appreciated. Vendor will consider holding mortgage. Asking \$349,000. Colleen Brown 640-4151.



REDUCED \$30,000 - CLAREMONT

If you appreciate exceptional quality, this home is for you. Situated on 10 acres, this unique open concept bungalow features floor to ceiling fireplace, walkouts from all rooms overlooking large pond. Potential for horse lovers. Colleen Brown or John Walley 640-4151.



CLOSE TO STOUFFVILLE

Excellent 2 bedroom starter, 80 x 100 lot, detached garage. Bev Sefton 640-4151.



ROOM TO GROW - IN STOUFFVILLE

4 bedroom home, ideal for young family, close to schools and park, has main floor family room, finished rec room with wet bar, play room and games room. Accented by professionally landscaped lot. Colleen Brown 640-4151.



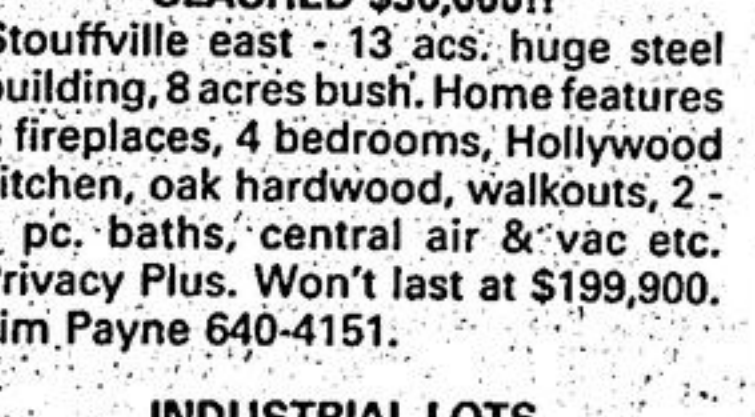
CUSTOM BUNGALOW - SLASHED \$30,000!!

Stouffville east - 13 acs. huge steel building, 8 acres bush. Home features 3 fireplaces, 4 bedrooms, Hollywood kitchen, oak hardwood, walkouts, 2-4 pc. baths, central air & vac etc. Privacy Plus. Won't last at \$199,900. Jim Payne 640-4151.



MINUTES TO MARKHAM

1/2 acre, inground pool, beautiful executive home. To view call Bev Sefton 640-4151.



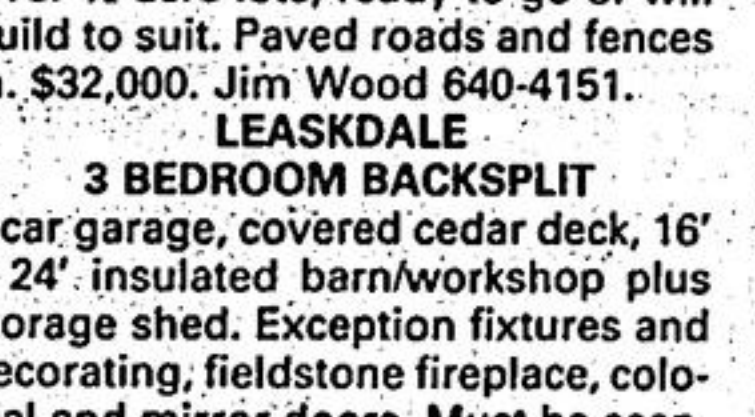
INDUSTRIAL LOTS UXBIDGE

Over 1/2 acre lots, ready to go or will build to suit. Paved roads and fences in. \$32,000. Jim Wood 640-4151.



COUNTRY ESTATE 51 ACRES

Architecturally designed reproduction farmhouse. 4 bedrooms, beamed ceilings, oak floors, large principal rooms, secluded setting, barn, hardwood bush, pine forest. Offered at \$239,000. Jeannine Sheridan 640-4151 or 1-852-6959.



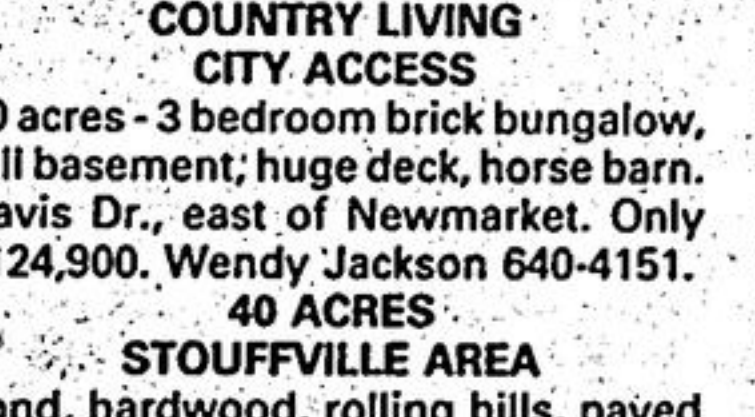
3 BEDROOM BACKSPLIT

2 car garage, covered cedar deck, 16' x 24' insulated barn/workshop plus storage shed. Exception fixtures and decorating, fieldstone fireplace, colonial and mirror doors. Must be seen. \$110,000. Jim Wood 640-4151.



HORSES - HORSES - HORSES

3 bedroom farmhouse, large main floor family room with fireplace, spacious kitchen, oak floors in living and dining rooms. Excellent 22 stall barn, paddocks and pasture - west of Uxbridge. Reduced to \$126,900. Jeannine Sheridan 640-4151 or 1-852-6959.



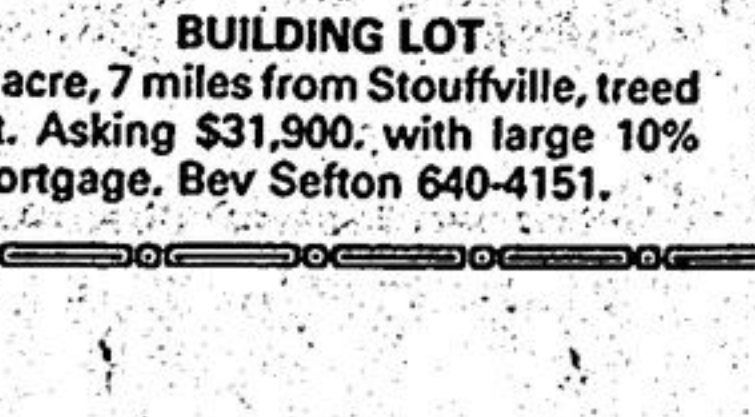
STOUFFVILLE AREA

Pond, hardwood, rolling hills, paved road frontage, Toronto phone exchange. Area of estate homes. \$125,000. John Walley 640-4151.



WANTED - YOUR HOME

I have a number of clients looking for homes in Stouffville. If you own a 3 bedroom or 2 bedroom bungalow and are thinking of selling, call me now for a free and confidential evaluation. Marty Valleau 640-4151 or res. 640-2751.



BUILDING LOT

3/4 acre, 7 miles from Stouffville, treed lot. Asking \$31,900, with large 10% mortgage. Bev Sefton 640-4151.

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REAL ESTATE SERVICES LTD. - REALTOR

The name friends recommend

OPEN HOUSE SUN.
2 - 4 P.M. 1 BOYD CR.
\$298,000. Woodbine & 18th Ave. 3-bdrm. bungalow. Inground pool, 1/2-acre lot plus much more. Rosemary Stade 883-1721.

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WHERE CAN YOU FIND...
...a superbly decorated, completely modernized, 1 or 2 bedroom home with a magnificent view of lake for only \$69,900? Call Wendy Crozier 477-1777 or 294-6753.

OWNER WANTS SOLUTION:
1/3 acres + custom built bungalow, on ravine lot just outside Unionville. Total comfort. Call Wendy Crozier 477-1777 or 294-6753.

UNIONVILLE - \$99,900.
Brick and frame, 2 bedroom bungalow on huge 66' x 181' lot with insulated, heated garage and paved drive. Right in town, close to Go Station. Call John Clifford 477-1777.

15 ROOMS - 4 BATHS
Custom built brick home in Markham, close to schools & plazas. 2 living rooms, 20' dining room with custom built china cabinet. 24' kitchen with 4 sinks and large private yard. 9 bedrooms. Only \$149,000. Call Philip Mihorean 477-1777.

SLASHED TO \$105,000.
Nature's own 1/2 acre setting surrounded by horse farms in Green River, 4 miles east of Markham. 2 storey, 3 bedroom house with hardwood floors, pine board wainscoting, 9' ceilings and stained glass. Tastefully renovated, 1915 solid home with 4 car garage. Immediate possession. Call to view. Mr. Rosner 477-1777 or 294-3421.

100 ACRE GENTLEMAN FARM - \$158,500 - OWNER WILL HOLD MORTGAGE - SOLID RED BRICK HOME HAS GRACIOUS COUNTRY ATMOSPHERE - 30 ACRES WOODED - TWO STREAMS - good farm buildings only 16 miles Oshawa 985-7371.

985-7371

AFFORDABLE ELEGANCE!
Double door entry to large foyer with skylights. 4 bedroom, sunken family room, corner fireplace. Hollywood style kitchen, circular drive, 1 acre lot and priced to sell at \$242,900. Call Peter M. Elissis 482-5400.

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647 Scugog Street, Port Perry, Ontario

IN A CLASS BY ITSELF - SCHOOL HOUSE UP-DATED THRU-OUT - 198 x 65 FT. LOT - MATURE TREES - PROGRAMMED TO SELL AT \$71,900. - 3 bedrooms, full finished basement - detached garage.

FABULOUS SUMMER AND WINTER - ONE ACRE MATURE TREED PROPERTY - TROUT POND - \$112,500. COUNTRY COZY 3 bedroom sidesplit, upgraded beauty, finished recreation room, 2 fireplaces, dining room opens to decking, main floor laundry - attached garage - insulated workshop.

GOOD VALUE \$84,900. Special in-town property zoned C3 - attractive Port Perry home-body shop - spray booth and office on large lot - Call Allan Bertrand 985-7371.

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Find time to make important decisions

By JOHN KANE

In the face of all the important tasks that must be done "immediately" in the average business, how does an owner find time to make the basic, clear-cut management decisions that are essential to success?

A lot of business people simply don't find the time. Too often, the owner of a small business functions as a kind of one-man SWAT team, running to solve a crisis here, put out a fire there, and trying to keep abreast of the myriad of problems that seem to descend on the company every day. In this kind of environment, who has time to do the research, hard thinking and number crunching that go along with the decision-making process?

Actually, anyone can do it! All you have to do is to practise the "key factors for success" technique. This involves taking a close look at your business with a view towards finding those areas of its operations that are most important to its continued health.

Once you've done this, you concentrate your management time on those areas. Instead of wading through piles of financial data on all aspects of your business, you devote most of your time to watching the "key factors." In effect, you manage in the areas where it counts most.

This technique has been used by financial managers in big corporations for many years and it can apply equally well to small business — even without elaborate analytical tools like ratio analysis. Consider, if you're a small manufacturer, you may have a number of areas that are very important to the success of your operations.

Quality control might be one example of a "key factor" for you. To monitor this area, you might keep a close watch on the number of warranty claims that you service. An unexplained rise could indicate a quality control problem that needs your attention.

Or, say you're a retailer. If you're like many store owners, the most critical factor for you is your rate of inventory turnover, so you would need to keep a close watch on this important area. If your turnover goes down, you know that it may be time to reduce inventory, and you'll increase inventory in response to a rise in the turnover rate.

For many other types of businesses, people are a key factor, and such signals as absenteeism and overtime bear careful watching.

The key, of course, is knowing which areas to watch, and that is the most difficult part of this whole exercise. You have to know your business inside out to make decisions about the key factors that are the most important to you. You also have to set a regular schedule for monitoring these factors. An unbiased analysis, performed with the help of your professional advisors, can help you in deciding on these vital issues.

It takes a little effort at the front end to manage your company's key factors — but the effort will pay off in much more efficient use of your time in the long run.

Editor's Note: John Kane, C. A. is a resident of Markham and a partner in the Toronto office of Thorne Riddell, Chartered Accountants.

Guaranty Trust Realtor