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Wednesday, January 9, 1985

Local branch expands

Large firms bank in Markham



Cam Robertson (left) and John Michaluk stand in front of the new Royal Bank of Canada branch at Esna Park and Woodbine Ave. The bank includes a regular service branch, plus a commercial division. Mr. Robertson is the commercial branch manager while Mr. Michaluk is regional manager of commercial branches.

By DON ATANASOFF
News Editor

The world of international finance has come to Markham. While there was a time when large Markham companies had to make their major financial transactions in the skyscrapers of downtown Toronto, recent innovations in the world of international banking have brought the bank to the customer rather than the opposite.

One of the leaders in this new commercial banking operation has been the Royal Bank of Canada. While it has opened several commercial bank offices in the past few years, the new Markham installation at Woodbine Ave. and Esna Park is one of the larger ones in Ontario.

While the new branch also offers personal service to the general public, it also has a separate division designed to deal with only the most elite of Markham companies.

This division, headed by manager Cam Robertson, offers services to large firms from employee payroll to major transactions that involve depositing and loaning of millions of dollars.

"When we look at Markham we see about 4,000 companies," said John Michaluk, regional manager of commercial branches. "But really we're only talking about 400 to 500 of them when we speak of the services commercial banking offers."

Mr. Michaluk explained that there are basically three types of enterprises that can make use of the services. He said there are large international companies such as General Motors and IBM, national accounts such as Nestles, Lever Brothers, Stelco and Defasco, and large commercial companies with sales in excess of \$3 to \$5 million.

Cam Robertson said that he

and his staff are really "salesmen" selling the advantages of dealing with the bank's commercial unit.

"The way we deal with clients is by attempting to construct a package of financial services that will help the client deal in a sophisticated market. We have to lead these

people in the right direction, then identify the need and make the necessary consultations and contacts."

Mr. Robertson said some of the services include making payments or borrowing in other currencies, making deposits and withdrawals on foreign and domestic accounts

developing payroll packages, cash management programs, means of financing, international trade and acquisitions etc.

"We don't make the decisions," explained Mr. Robertson. "The people we deal with are often major companies financiers. They make the final decisions, we're just the source of information."

Commercial banking is a relatively new innovation Mr. Michaluk had a part to play in the first commercial centre opened by the Royal Bank in Hamilton in 1978.

Mr. Michaluk said that while main branches of the bank always had the tools to act for clients internationally, it was just another segment of what a full-service bank offered. Growing technology has allowed commercial banking to move rapidly in the past few years to where there are now 35 to 40 Royal Bank commercial centres in operation in Ontario. There are many more across Canada.

Markham actually moved into the commercial banking arena four years ago when the current Esna Park Woodbine branch was located at Denison St. and Woodbine. The branch became so large that the commercial centre had to move to another part of the plaza. Finally in October of this year, the new branch was ready for business.

In order to deal in the sophisticated Markham marketplace, Cam Robertson had to select a staff that was well versed in high technology. But he cautioned that wasn't the only area serviced by his division.

"The bulk of our accounts are with the hi-tech industry," said Mr. Robertson. "But we also service many different industries. Some of the large builders in the Markham area are our clients."

Shea to speak to Markham Board of Trade

Thos. N. Shea, Chairman, President and Chief Executive Officer of Family Trust Corporation will be the guest speaker at the Board of Trade dinner meeting, Wednesday, Jan. 16 at the Parkway Hotel.

Family Trust Corporation, along with its predecessor Thos. N. Shea Real Estate, has been in business 28 years in the Markham area. Mr. Shea's subject will be, "Is there a case for confidence?"

Mr. Shea attended Markham High School and graduated from Ryerson Business Administration in 1954. He entered real estate as a salesman in 1955 and the following year started his own brokerage under the name of Thos. N. Shea Real Estate.

Mr. Shea is Past President of the Markham Kiwanis Club, the York Region Real Estate Board and the Ontario Real Estate Association.

His Company's principal activity is the operation of a real estate brokerage business in the suburban residential resale market of

Metropolitan Toronto. In 1983, sales volume placed the Company fifth in Ontario and ninth in Canada. The brokerage activity is carried on through 25 offices and 600 sales representatives.

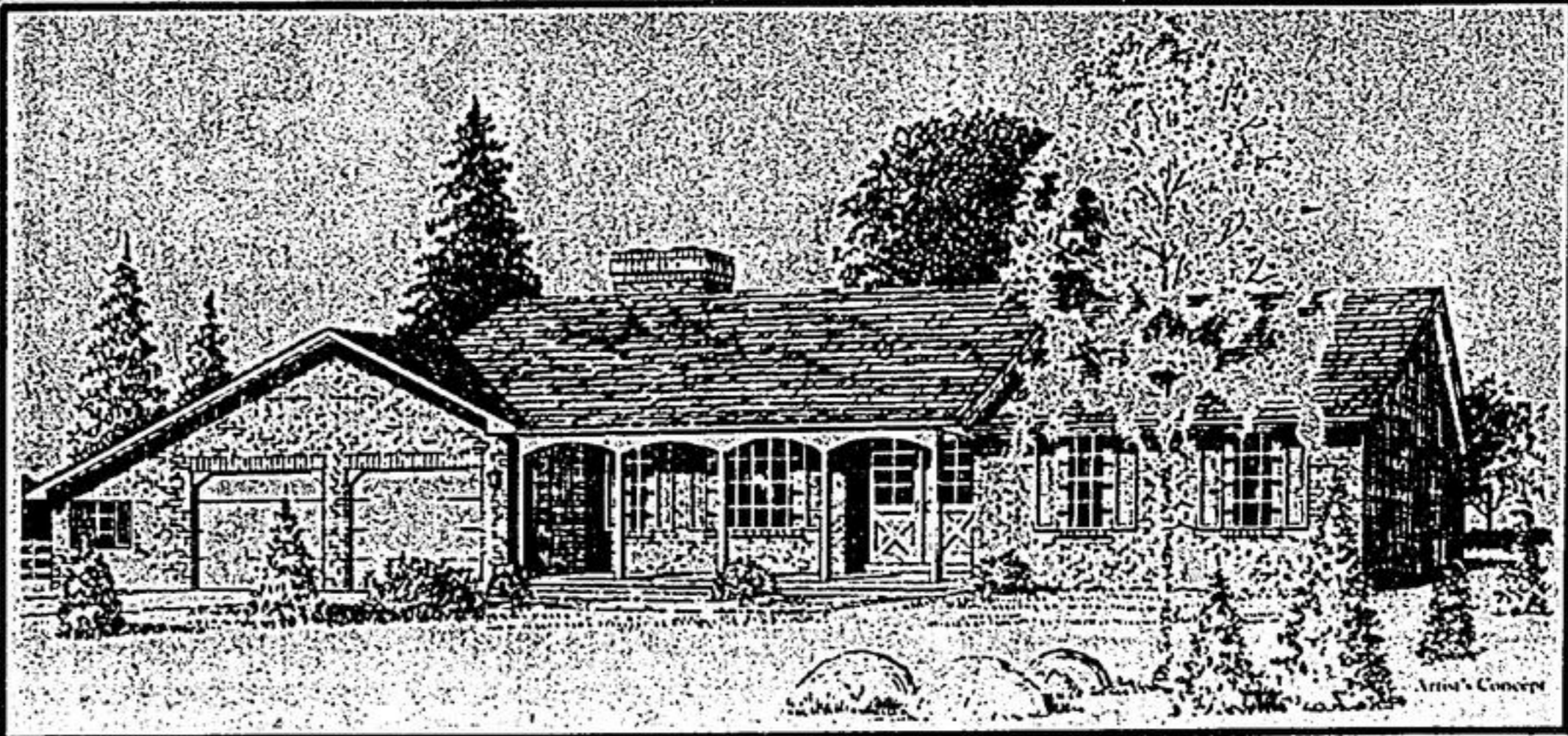
Cocktails are at 6:30 p.m. with dinner following at 7:30. Cost is \$25 per ticket reserved, or \$30 at the door. Wine is included. For reservations call The Markham Board of Trade at 474-0730.



TOM SHEA
Family Trust President



THE VANDORF
2,003 sq. ft.



THE MARKHAM
1,496 sq. ft.

Home of the Week

Stouffville homes have it in the name

Anyone moving into the new Westfield Estates subdivision in Stouffville, and not familiar with the various communities of York and Durham regions, won't have to wait for geography lessons to become familiar them.

For the new, roomy homes currently under construction by Ross Lloyd Martin Enterprises bear the names of the communities that surround them in all directions of the compass.

There's the Cashel, the Richmond and the Queensville, the Bloomington, the Uxbridge and the Bal-

lantrae. Then there's Almira, the Vandorf, and the Goodwood. And yes, there's a Markham, too.

The homes range in size from the 1,446 sq. ft. Markham (a bungalow) to the spacious 2,384 sq. ft. Ballantrae (a two-storey). Prices start at \$127,990 for the 1,510 sq. ft. Cashel to \$162,990 for the Ballantrae.

Each home in the subdivision has a long line of added extras included in the purchase price. Among the amenities are:

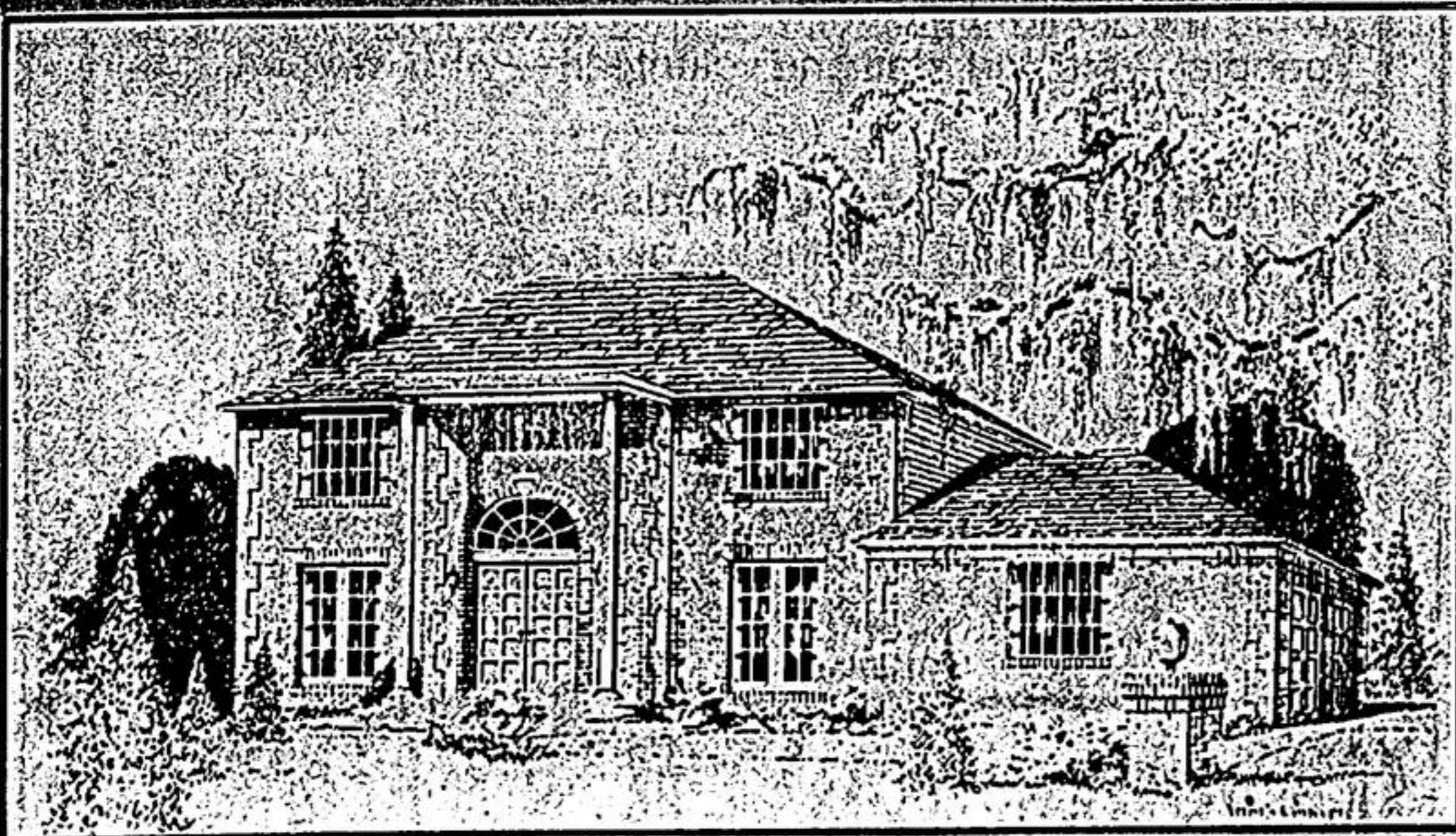
a four-piece main bathroom,

a master bedroom ensuite with oval tub and separate shower stall,
quality broadloom throughout,
kitchen fan and hood over stove,
double stainless steel sink,
gas-fired furnace,
R-12 insulation in walls, R-32 in the ceiling,
basement walls insulated, R-7 two feet below grade,
custom landscaping,
wood sectional garage doors

rough-ins for air conditioning, central vacuuming and intercom system.

a smoke detector and dead bolts for the front and side doors, and much more.

The sales office for Westfield Estates, on Hwy. 47 north of Stouffville, is open 10 a.m. to 8 p.m. Monday to Thursday, 11 a.m. to 6 p.m. on Fridays, and open 11 a.m. to 6 p.m. Saturday, Sunday and holidays. The sales agents are Beverly Pollock and Cathy Chretien and they can be reached at 640-5597.



THE BLOOMINGTON
2,080 sq. ft.



THE BALLANTRAE
2,384 sq. ft.