

**Bridle Trail Shopping Centre**  
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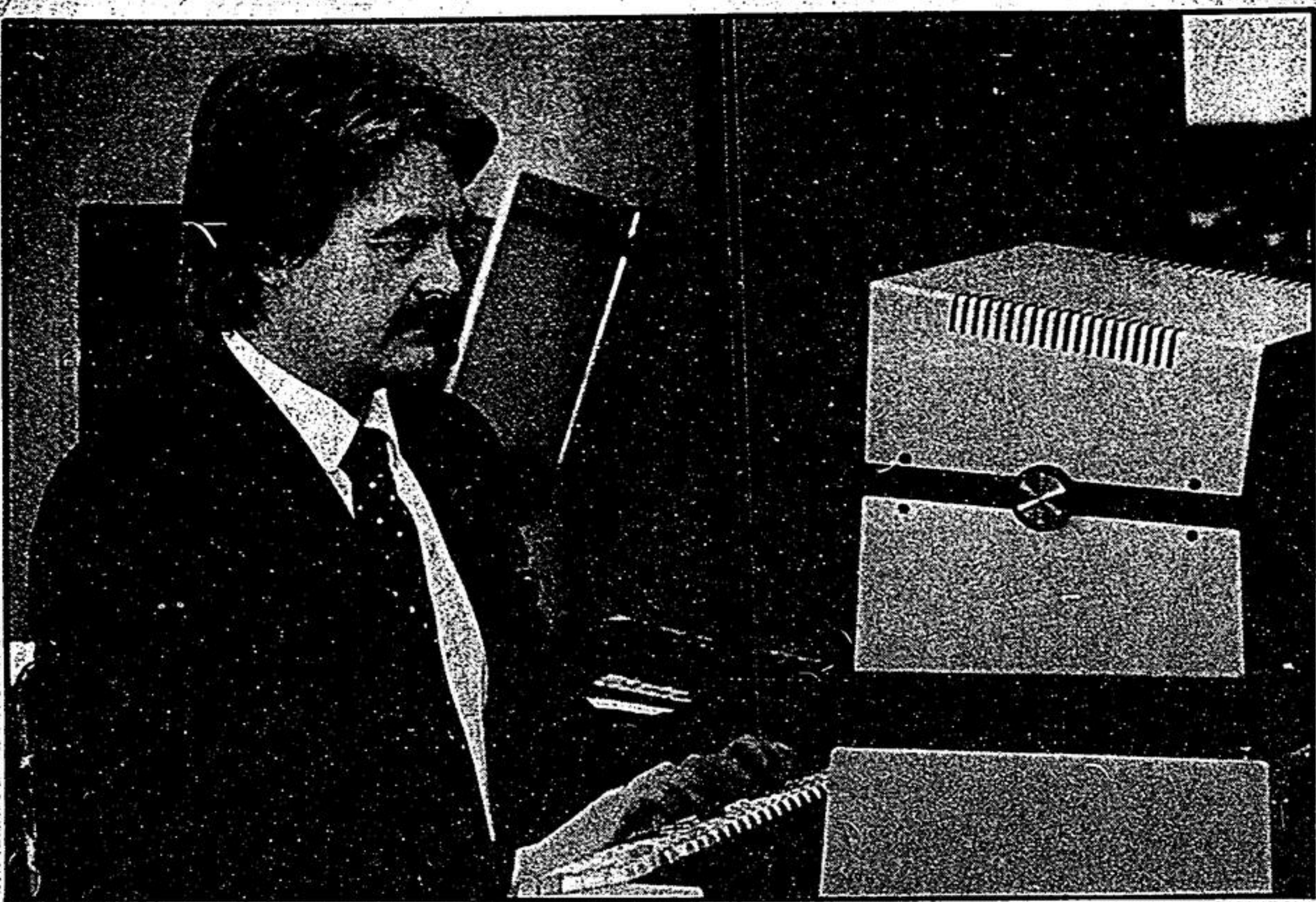
# Real Estate / Business

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294-2200/640-2100

Wednesday, February 20, 1985



Len Ferne of Galaxy Computer Solutions will recommend a computer system after studying specific business needs. The firm will also recommend several options and even do custom programming if existing software is not suitable. — Sjoerd Witteveen

## Computer firm matches systems to customers

By GREG COATES  
 Staff Reporter

It's a common mistake. The owner of a small business decides it's time to buy a computer. But not knowing exactly what's required, he goes out and spends much more than is needed. And what's worse, it's often for the wrong type of equipment. But this can be avoided. Effective computer systems require good planning, up-to-date information and careful implementation.

Galaxy Computer Solutions offers the businessman exactly this. Len Ferne, president of the Stouffville company, explained as professional systems analysts they will match what is available in today's technology with what is best for a business.

He said systems analysis is a general term referring to a structured process that involves analyzing an operation to decide whether to automate or not; what to automate; or what modifications may be necessary to an existing system.

"Our approach is to take a little more time to understand the business problem before any money is spent," said Mr. Ferne. "We work everything out on paper before the purchase of any products. If it doesn't work on paper, it's not going to work in the real world."

He added that what often happens is people with little knowledge about computers go out and buy expensive equipment and end up not knowing what to do with it.

"They know their business well, but don't know what computers can do to help them," said Mr. Ferne. "That's where we step in. The process defines what is to be done and how the steps will be accomplished."

Mr. Ferne, who holds Bachelors degrees in both Management Arts and Industrial Psychology and an Associate Degree in Computer Systems Management, explained a good computer system will pay for itself by increasing revenues, avoiding unnecessary costs and improving service.

"Computers can perform almost any routine or systematic procedure, allowing people to do what they do best, think," he said. "A good computer system can prove itself quickly."

He said before recommending any computer set-up, Galaxy Computer Solutions might analyze 10 to 20 systems.

"We then narrow this down to the three or four we think are the best choice," said Mr. Ferne. "We give a range of alternatives. There are a lot of computers on the market and they all do different things."

If the required computer package is not available, Mr. Ferne said they will modify one to meet the needs of the business.

"If requested, we'll also purchase the product and set it up to make sure it's operating as it's supposed to," said Mr. Ferne. "We'll also provide orientation and training to the staff that will be using the system. There are a number of people still afraid of computers, so we take great pains to provide orientation to put them a little more at ease."

Galaxy Computer Solutions also provides follow-up maintenance to any system they install. For further information call 640-6841.

## Markham plaza given go-ahead

By CHRISTINE KOSERSKI  
 Staff Reporter

Markham Town Council has approved a zoning bylaw amendment to permit the building of a shopping centre in the Mount Joy area at the corner of Hwy 48 and 16th Ave.

With a large supermarket as an anchor, the development is what town planners call a community shopping centre: it will serve the Raymerville and north-east Markham (Mintleaf) communities.

Morsal Developments Ltd. and Sunkist Fruit Markets Ltd. are joint principals in the project. Preliminary plans indicate the two-storey complex will have a floor area of approximately 10,000 square metres. The site itself is approximately 7 acres (3.2 hectares).

Besides a supermarket and general retail stores, offices and a gas bar are tentatively planned.

The Ambrose Noble House, a recently designated heritage house sits on the corner of the site. The developers say the building will remain on the corner but have not revealed plans for it yet.

The outside appearance of an historically designated house cannot be altered. However, the interior can be rebuilt and used for various purposes as is being done with the MacDonald House on Main St., slated to house a restaurant one day.

Seven major supermarkets in the area protested the zoning amendment, saying it wouldn't be economically viable to build another food store in the area.

But, at a recent 15 public hearing, Regional Councillor Ron Dancye wondered if it was the Town's place to be controlling competition.

A week later in a letter to planning committee, Markham IGA withdrew its objection stating, "We are not afraid of competition."

A town planning report points out that there is no community shopping centre currently in the north Markham area. The nearest supermarkets are the IGA stores on Main St. and Hwy 7, and the Dominion store and Miracle Mart at Hwy 7 and McCowan Rd.

## York building sets the pace

York Region continued its pace-setting surge in the Metro-area marketplace by capturing approximately one-third of all new housing and industrial development during the first nine months of 1984.

Statistics Canada building permit information shows York Region home builders were granted 5,446 permits for new housing units between Jan. 1 and Sept. 30 of 1984. In the same period in 1983, 4,653 residential permits were issued in York.

The total value of new industrial buildings increased from \$28.9 million in the first three-quarters of 1983 to \$68.7 million in the corresponding period last year. York's share of the Metro-area industrial market jumped from 19 per cent to 31 per cent.

The federal statistics show York Region municipalities issued 3,300 more residential permits than Durham Region, 1,199 more than Peel Region and Oakville combined and 562 more than all Metropolitan Toronto in the first nine months of 1984.

The value of new housing in York increased from \$34.4 million in the first three-quarters of 1983 to \$42.4 million in the corresponding period of 1984.

Commercial development in the same period expanded from \$40 million in 1983 to \$75.7 million in 1984. Institutional and government developments grew from \$23.2 million to \$27.7 million.

York's share of the total construction market rose to 24 per cent from 21 per cent, based on an increase to \$59.6 million from \$43.5 million in the estimated value of new buildings.

## Fined for tax evasion

Gary Grant, owner of Pool World Ltd. in Unionville, was convicted of federal tax evasion earlier this month after failing to declare more than \$142,000 in personal and company income between 1980 and 1981.

Provincial Court Judge Milton Cadsby fined Mr. Grant \$16,458 for evading almost \$22,000 in personal income taxes. He was also fined \$2,227 for avoiding federal taxes through Pool World and Accessories.

A Markham resident, Grant has a year to pay his personal fine and 30 days to pay his company's fine or face a jail sentence.

During 1980 and 1981, Pool World failed to report \$76,649 in income. Besides \$71,649 in sales, \$5,373 was spent on personal expenses, including payment of Grant's \$3,670 gambling debt.

The unreported sales included an \$11,477-pool sale in exchange for drapes.

Furthermore, \$15,000 of Pool World's funds were used as a deposit for a house owned by Grant's wife.

The investigation also revealed about \$34,267 of Pool World's unreported revenue was deposited into an account known as Topview Excavating.

Controlled by Grant, this account was originally intended to record Pool World's landscaping, paving and excavating contracts.

### Home of the Week

## Large bay window attractive feature of Unionville home

Summerfield Cres. in Unionville is the location for our Home of the Week. A three-bedroom baysplit, the house is built of brick and aluminum with a double garage on a 50 by 126 foot lot.

A ceremonially tiled entry leads to the large living room which has a bay window looking out on the landscaped front yard. The formal dining room is to the back and has sliding doors to a large cedar deck in the backyard.

The kitchen is on the other side of the entry hall and has lots of light solid oak cupboards and includes an eating area. It has a cushion floor and track lighting. A built-in dishwasher comes with the house.

A stairway at the back of the kitchen leads to the family room which has a brick floor to ceiling fireplace. This large comfortable room is fully carpeted and paneled. On this level there is also a laundry room and a crawl space.

Upstairs there are three bedrooms. The master is large and has double closets, as do the other bedrooms. On this level there is a four-piece bathroom. The main floor has another two-piece bathroom.

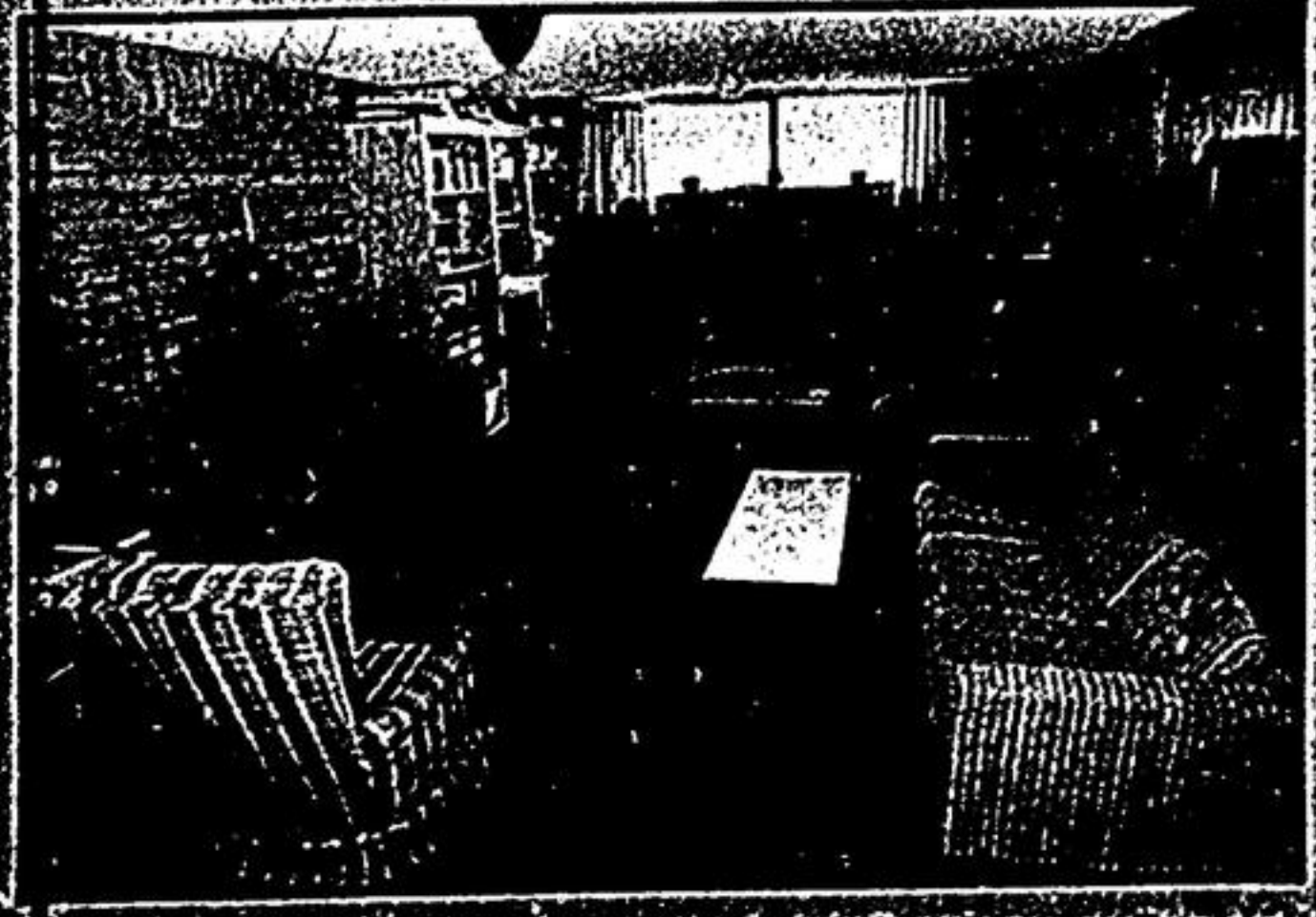
Extras in this home include most electric light fixtures, a gas furnace and equipment, storms and screens, upgraded new quality broadloom, R-40 insulation, a wooden tool shed and a power humidifier.

Asking price is \$137,900.

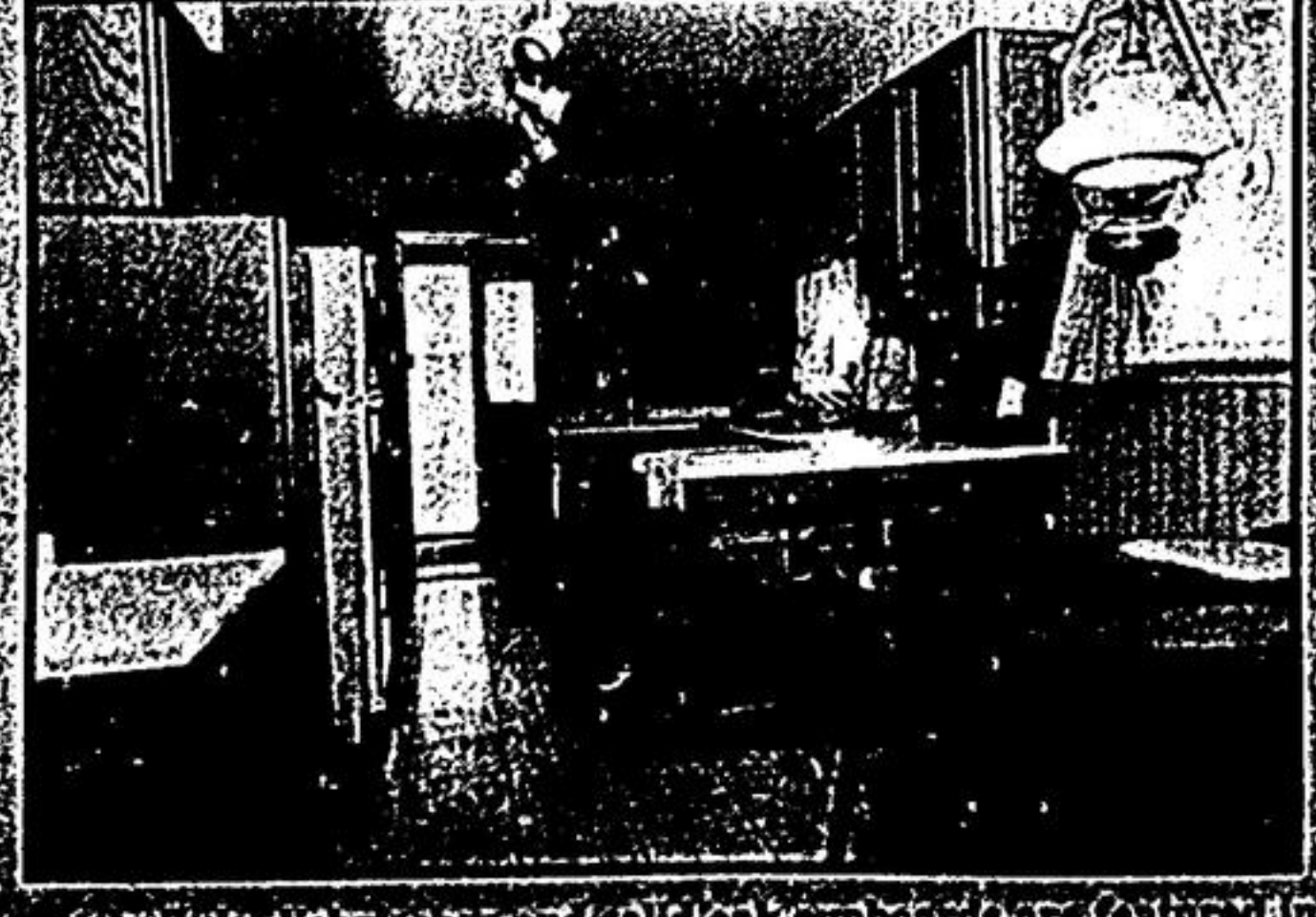
The home is listed with Family Trust in Unionville and the agent is Maria Gordon, who can be reached at 477-1270 or 477-1321.



The large living room has a bay window and measures 5.1 metres by 3.97 metres. It opens onto a bright dining room with a walkout to a cedar deck.



The large family room features a brick fireplace, wall-to-wall carpeting and wood paneling.



A built-in dishwasher and solid oak cupboards are featured in the modern spacious kitchen.



The house is attractively located in the heart of Unionville, within walking distance of the Mall St. and a good Pond.