

# One million mark passed

More than one million advertising flyers and inserts were delivered during the month of May by Economist & Sun and Tribune carriers.

This record is a testament to the hard work and commitment of our entire distribution department, both full and part time staff and our carrier boys and girls," said Publisher Bruce Annan.

The average Economist or Tribune carrier now earns about \$40 per month, said Distribution Manager Jenni Hutt, adding that some routes are available.



## Decked out

Donna Hassell (left) and Marlene Robertson show off the new look at Yorkton Securities Inc. of Markham. The local branch has adopted uniforms for its female employees. The summer version of the uniform consists of a grey and cream striped jacket, solid grey or cream skirts in two styles, and pants. The women are seen in front of manager Peter Taylor's car. The licence plate, buy stock, promotes his business. — Paula Crowell

# Money back guarantee helped sales

(from RE-1)  
In 1975, the financial strain had intensified even more. A second loan from a different bank was secured, then a credit line of \$500,000 and a \$600,000 loan was obtained from a third bank.

But while the bank debt continued to grow, so did the customer base. Success at the company's initial installation at the Simcoe County Board of Education led to other school board orders, systems were installed at Donland's Dairy, Ontario Hydro and Vancity Savings (the largest credit union in the world).

"This company was successful in winning such contracts often because of delays and cost escalations encountered by these companies in building their own systems," said Mr. Williams. "And because Geac offered a total package — including a fixed known cost and, God forbid, a money-back guarantee."

As the years went by, Geac grew by leaps and bounds, encouraging its employees by giving them a heavy burden of responsibility and hiring the best and brightest people it could find to add credibility and confidence in the minds of customers and creditors.

By 1979, Geac revenues had grown 14 times from their 1974 levels to the \$9 million level. In 1984, that figure had reached \$61 million and projections show that by 1989, revenue may well be in the \$180 million range.

While Geac has adapted well to the information revolution, Mr. Williams said that potential is there for others to follow. He said a climate for "100,000 fledgling Geacs" exists and while only "10,000 may survive, those 10,000 could easily create one million jobs in the next 10 years and effectively eliminate our balance of payment problem in the same period."

"Impossible? That word could also have been applied to Geac Computer Corporation 10 years ago," he said.

## Lynx introduces new disk drive

A hard disk drive tester capable of bench and field exercising, read-write functions and error map reporting has been introduced by Lynx Technology Inc.

The Lynx 500 Hard Disk Drive Tester, which was named "Best Canadian Product" at the High Technology Show in Ottawa in May is a microprocessor based programmable instrument. It is sold with a standard ST506 interface in Canada for \$2495. Optional interfaces are available for the SA1000, SMD, and QIC02.

Lynx Technology is a Canadian manufacturer of electronic test instruments for flexible and hard disk drives based in Markham.

IN THE MATTER OF THE ONTARIO HERITAGE ACT, R.S.O. 1980, CHAPTER 337 AND IN THE MATTER OF THE LAND AND PREMISES KNOWN MUNICIPALLY AS THE HENRY WILSON HOUSE LOCATED AT 144 MAIN STREET, NORTH, MARKHAM, PART OF LOT 12, CONCESSION 7, IN THE TOWN OF MARKHAM IN THE PROVINCE OF ONTARIO.

NOTICE OF INTENTION TO DESIGNATE  
TO: Markham Village Lanes Inc., 1 Yorkdale Road, Suite 305 Toronto, Ontario M6A 3A1

TAKE NOTICE THAT the Council of the Corporation of the Town of Markham on the 14th day of May, 1985 passed a motion of intention to designate the property, including lands and building, known municipally as being the Henry Wilson House located at 144 Main Street North, Markham, Part of Lot 12, Concession 7, Markham, as a property of architectural and/or historic interest or value under Part IV of The Ontario Heritage Act, R.S.O. 1980, Chapter 337.

Short Statement of the Reasons for the Proposed Designation:  
The Henry Wilson House is an excellent example of High Victorian architecture and the foremost, intact, example of this architectural style within the Town of Markham. Of special note are the L-shaped verandah with ornate architrave and carved brackets, the windows with multi-coloured stained glass transoms and the decorative wood turnings, fretwork and appliques of the projecting bay gables.

The house was built in 1888 for Henry Wilson, a well-established general merchant in the Village of Markham, and sold to Dr. John MacDonald in 1917. The house remained in the MacDonald family until 1983 and served as a home and medical offices for Dr. MacDonald, and later his daughter, Dr. Innis MacDonald. Dr. Innis MacDonald was one of the first women in Canada to earn her medical degree and was also a noted Canadian eye specialist.

NOTICE OF OBJECTION to the designation may be served on the Clerk within thirty (30) days of the 29th day of May, 1985.

DATED at the Town of Markham this 29th day of May, 1985  
Gary F. Roseblade, C.M.O., C.M.C. Town Clerk

cc: McCarthy and McCarthy, Barristers and Solicitors  
**MARKHAM**

**FRED W. HENDERSON**  
SENIOR ACCOUNT EXECUTIVE  
JOINS THE "PROFESSIONALS" AT YORKTON SECURITIES INC. AT 72 MAIN STREET NORTH IN MARKHAM



Mr. Peter J. Taylor, Director of the Markham Office, is very pleased to announce the addition of Fred Henderson as Senior Account Executive.

Fred, formerly at Yorkton Securities Inc. head office in downtown Toronto is pleased to announce his relocation as Senior Account Executive and brings with him 39 years investment experience to the Markham Office.

For investment advice and assistance with your Financial Planning, please call... 471-4433 YORKTON SECURITIES INC. established since 1910, are members of the Investment Dealers Association of Canada, the Toronto Stock Exchange, all other major Canadian Exchanges and has a close affiliation with a member firm of the New York Stock Exchange.

## WHO NEEDS IT

Some people think only highly paid executives can afford financial planning services, but that isn't the case. Financial planning can help anyone get the most from their hard earned dollar. Even if you have only a small amount each month to save, I can help you to start following a financial plan designed expressly for your needs and goals. Call me today. S.G. DEPREZAS 491-7400



**Family Trust Inc.**  
8 Wellington Street West  
Markham, Ontario L3P 1A2

**Guaranteed Investment Certificates**  
**11 1/4%**  
5 year term  
30 days to 5 year rates available on request  
**294-1372**  
Ext. 273  
\* Rates subject to change  
Member: Canada Deposit Insurance Corporation

## Markham firm to distribute for giant ITT

Autcom Distributing Inc. of Markham has been appointed the exclusive Canadian distributor of the ITT "XTRA" Personal Computer.

The XTRA P.C. is the first in a family of microcomputer products from ITT Corporation, a world leader in electronics and telecommunications products. Based on the most refined and efficient microcomputer architecture the XTRA is fully industry compatible to the most comprehensive selection of microcomputer software available. A fully functional model with model display retails for less than \$4,000.

Autcom Distributing was established in April 1982 and distributes microcomputers, peripherals, accessories, and related services.

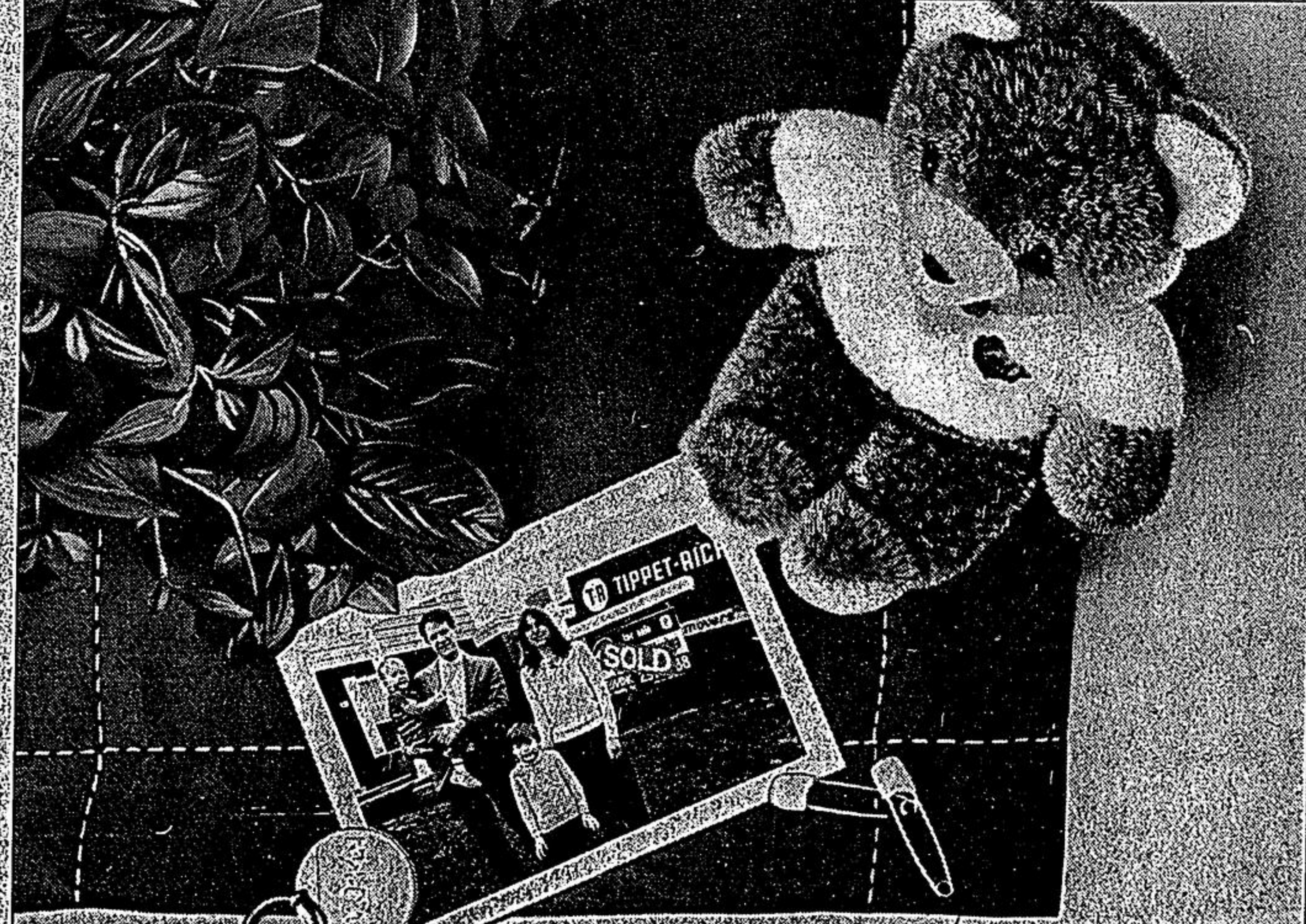
**PERSONAL TRUST SERVICES AT THE PERMANENT**

- Investment Services
- Estate & Will Planning
- Estate & Trust Administration
- Tax Services & Retirement Funds
- Personally Managed R.S.P.'s

Call David Brooke 361-8891

**DON'T BE SHY COME JOIN US!**

BE A BLOOD DONOR



## MOVING? NO ONE CARES LIKE TIPPET-RICHARDSON.

We're one of Canada's foremost moving companies. We have almost 60 years experience in providing problem free local and out of town moves. We understand moving is a lot more than packing boxes and loading trucks. It's caring from start to finish. Caring about your furniture, your personal treasures... about you and your family. That's why our friendly professionals provide so many personal services. We consult with you before the move. We'll be there even when it's all over. With representative offices across Canada and the U.S., we're always there to provide dependable follow-up service. And, we're flexible. Together we'll custom-design a move that best suits your particular needs and budget. Our frequent service to most cities promise a prompt move scheduled to your convenience. When it's time to move across town or across the country, go with Tippet-Richardson — the friendly movers who care. Call your local Tippet-Richardson office today for more information about your move. The phone number is 291-1158.

**TIPPET-RICHARDSON LIMITED**  
"The Friendly Movers"

Member of Allied Van Lines

Offices in: Toronto • Hamilton • Kitchener • London • North Bay • Ottawa • Peterborough • Stratford • Trenton • Vancouver • Calgary • Edmonton • San Jose

## APPOINTMENT



**CHARLES CANNING**  
Pat Pappas, Advertising Manager of the Markham Economist & Sun, is pleased to announce the appointment of Charles Canning to the display advertising department. Charles, a Markham resident, previously worked as a sales representative at the Scarborough Mirror, a sister newspaper.

# MORTGAGES

For **\$75**

you can switch to a Sterling Trust mortgage if you get your commitment before June 30, 1985. Call your local Sterling Trust Branch and find out how to qualify for this opportunity.

Markham: Station Plaza, 231 Main St. N. (416) 294-3207



Member Canada Deposit Insurance Corporation  
Member Canadian Payments Association