

# Business

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## Markham firm provides defence

By PAUL PIVATO

A Markham corporation will begin manufacturing an anti-tank system for Canada's new \$650 million low-level air defense program.

Devtek Corporation, which built a component of the Canadarm, produces high technology systems for military and aerospace industries.

The Canadian-owned company estimates that its participation in the defense project will create 334 jobs by 1991. Most of those jobs, however, will be located at Devtek's three Kitchener plants.

Devtek recently won a \$107 million contract to replace the small arms used by the Canadian military. The corporation also hopes to reap profits from export sales to the U.S. army, which is reportedly interested in purchasing all or part of Canada's new air defense system.

As part of their role in the low-level air defense system, Devtek will build "stabilized platforms" which carry electronic and optical equipment used for guiding and tracking aircraft and land vehicles.

The "stabilized platform" technology has a wide range of commercial applications and can be used aboard fighter aircraft, helicopters, patrol aircraft and ships.

In addition to its three Kitchener plants, Devtek also has manufacturing centres in Scarborough, Montreal, Dartmouth and Fort Lauderdale, Florida.



Stouffville realtor Gerry Meharg (far left) recently announced that his firm was joining the Century 21 network. Here, Mr. Meharg is congratulated by Whitchurch-Stouffville Mayor Fran Sainsbury (right) and Kim Berry, a representative of the Century 21 head office. Also in photo is Brian Meharg, vice-president at the Stouffville office. — Jim Thomas

## Stouffville

# Meharg joins Century 21 real estate network

By JIM THOMAS  
 Gerry Meharg Ltd., of Stouffville has joined the roster of Century 21, the largest real estate team in North America.  
 Mr Meharg made the announcement Friday.

"My plans for expansion in the Stouffville-Uxbridge areas, demand the excellent, on-going training program offered by Century 21," he said in an interview.  
 Gerry Meharg has been associated with the real estate business

27 years, 18 years as an independent broker.

"We recognize the benefits to our vendors of the country-wide referral-location program available through Century 21. It will provide us with many more buyers," said Mr. Meharg.

He explained that those salespeople who recently completed an extensive Sales Training Course, have already benefitted from that instruction by gaining several new listings through the Stouffville and Uxbridge offices.

"I have great optimism as to the increased development that will occur in our area in the next 20 years," said Mr. Meharg. "We will be ready to obtain a large market share of that new business."

Figures related to the Century 21 operation across North America are mind-boggling. Last year, for example, the firm participated in transactions totalling more than \$40 billion. Salespeople, working out of nearly 6,500 offices in Canada, United States and Japan, earned commissions in excess of \$1.62 billion.

In Canada alone, Century 21 has 320 franchises, employing more than 4,000 salespeople.

Century 21, said Mr Meharg, finalized the transaction for one out of every nine homes sold in Canada last year.

"We're pleased to have Gerry Meharg as part of our family," said Kim Berry, Divisional Vice-President, Ontario/Atlantic Canada, Century 21, Real Estate Canada Ltd.

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