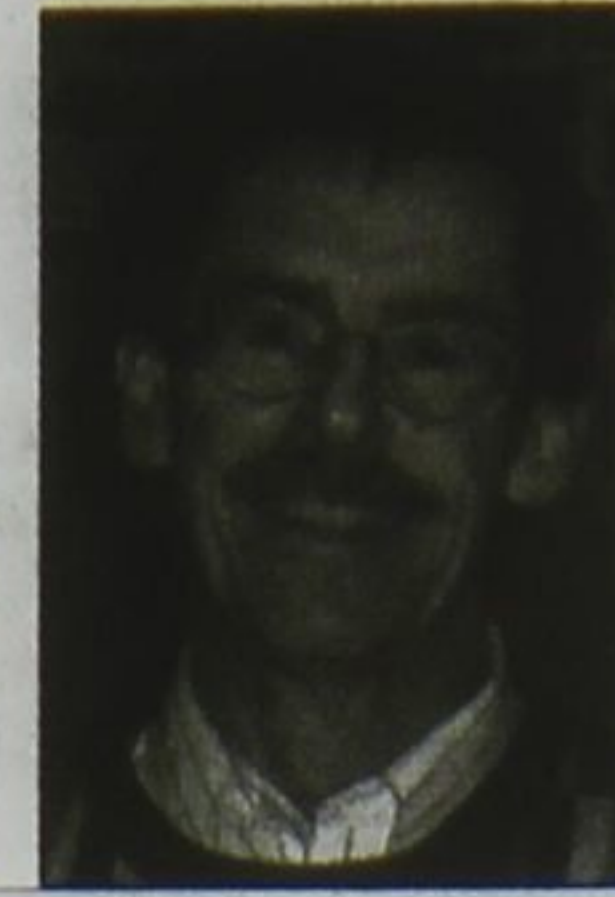


Stumbling through Stouffville

with
**Bruce
Stapley**



Life Lessons in Enterprise

After writing up everyone else's kids' All-Ontario sporting pursuits in the Tribune for a dozen or more years, I finally got to hit the road with my own little guy for a provincial tournament on a recent weekend.

It may not have been quite as glamorous as when the Stouffville Merchants brought home the Ontario junior men's fastball title two years in a row back in the early 1990s. But Griffin's Stouffville Storm softball team did get to compete against the best at the Ontario Amateur Softball Association Junior Mite Championships in the unlikely venue of Enterprise, a forgotten but pride-rich town lying half an hour's drive up the road from Napanee.

The four-team tourney took over the

town's one ball diamond for the entire weekend, with an opening ceremonies event that included a from-the-heart inspirational address to the players from the reeve, along with a perky rendition of O Canada delivered by two of Enterprise's budding young female vocalists.

Our boys proved to be no match for the other three outfits, although they did throw a temporary scare into the crew from Orleans before running out of gas in the bronze medal game. It seems the task of playing two games in a row on a warm Sunday afternoon was a little more than these unproven seven and eight year olds could handle. But they lined up smartly at game's end to receive their OASA participation crests. There were no long faces. They were just happy to be able to

head over to the playground for one last climb on the monkey bars before heading back home to Stouffville.

It was a weekend of ups and downs, laughter and tears for these emotionally fragile young athletes. At times the pressure was just too much. On several occasions I had to take off my assistant coach's hat and switch back to Dad mode to comfort Griffy.

"It wasn't over the plate, Dad, it wasn't," he sobbed after being rung up by the ump on a called third strike. It won't be the last time he'll feel overcome by an overwhelming sense of injustice in his life. But hopefully it will plant a seed that might help him to accept such setbacks in the future.

We found out that victories can, and

sometimes must, come in many ways in sport, as in life in general. Upon realizing our team was badly outgunned after the first day of the competition, my wife Susan and I conferred with Griff to draft a list of personal goals he might be able to achieve on day two. Simple things like getting a hit, making an out, scoring a run, and making a couple of good blocks of wild pitches from his catcher's position. He ended up ticking several of them off the list, including the long shot goal of being named his team's MVP for the bronze medal game.

When it was all over, we climbed into the car and drove off. Griffy was asleep within 15 minutes, his red Storm hat lying askew on his head.

It had been a good weekend.

Politics

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one?

Let us know when you figure it out Paul.

And it is very telling that the first major announcement from this new government was concerning the decriminalization of

marijuana. I suppose Paul figures we all have to be on cheap drugs to think he's doing a good job.

And then this from closer to home.

We all know what makes Stouffville a great place to live. A pretty little town, close to the city. Lots of beautiful countryside, farms, wildlife, and great ways to enjoy it all. Quiet, tranquil, peaceful. A friendly town, a safe town, a

small town.

But according to Mayor Sherban, quoted in "Too much farmland growing houses" (*Sun-Tribune* Aug. 5), there's only one way to make this town better.

And that is by building over the countryside, forcing out the farmers, scaring away the wildlife, making it noisier, less peaceful, less safe, and more like the big city, all by making this "small

town" bigger.

Now that's logic for you.

Unfortunately, judging by what we got in Ottawa and Queen's Park, she's got lots of company.

I wish it was all as simple as just keeping our receipts.

Hugo T. Kroon
Bethesda

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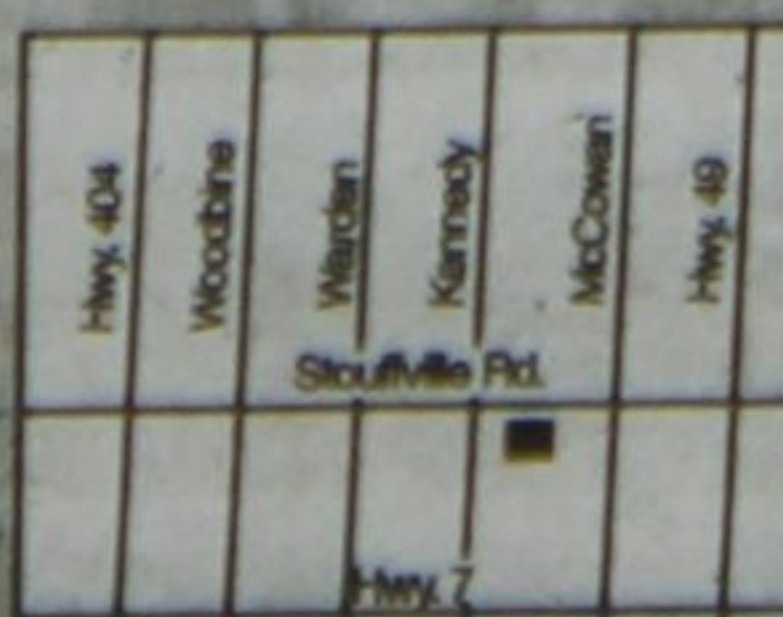
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Somebody's making a house call

John Paulino knows the value of a comfortable pair of shoes. That's because he's been pounding the pavement and making face-to-face visits in Stouffville.

Paulino is an investment representative for the financial-services firm Edward Jones. His personal visits demonstrate the Edward Jones way of doing business — face to face.

"At Edward Jones, we don't expect anyone to invest with us until they know our investment philosophy," Paulino said. "I believe I have a responsibility to understand the unique financial needs of each and every customer, and that's why I'm paying them personal visits."

Before a new Edward Jones representative even opens an office, he must spend many weeks making face-to-face visits and introducing himself to the residents and business people in the community.

"That's one of the things that drew me to this firm," Paulino said.

"Edward Jones values the individual investor and understands that people still want to do business with someone they know and trust."

Paulino also had to complete one of the most rigorous training programs in the financial-services industry, spending three months of 10-hour days, six days a week. And although he is well-versed in the

technical aspects of investments, the training isn't over.

Edward Jones places a lot of emphasis on continuing education, and its investment representatives train literally throughout their careers.

"I know my clients wouldn't want an investment representative who isn't up to speed on investments, and they wouldn't want a broker they don't know. That's why we do things the way we do at Edward Jones," Paulino said.

Edward Jones is a full-service investment dealer with one of the largest branch networks in Canada. It is a member of the Investment Dealers Association of Canada and the Canadian Investor Protection Fund and a participating organization of the Toronto Stock Exchange. Including its affiliates, Edward Jones serves more than 6 million individual investors in Canada, the U.S. and the U.K. from more than 9,000 locations.

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