

## Garry Beckman

STEAMSHIPS AND STEAM SHOVELS

The caption evokes fond memories of workhorses of a bygone industrial era. It recalls the prime roles of these economic engines of times past.

For an investor it may have been a worthwhile investment to have been a shareholder of companies which connected continents and moved earth.

In those times it was also worthwhile for a merchant seaman or a heavy equipment operator to have engaged in productive employment in companies operating these machines; exchanging time and talent for a paycheque and, hopefully, a lifelong pension. But where are these companies that utilized these romantic machines? They have virtually ceased to exist as viable corporate entities or, indeed, as viable industries. Times and circumstances change.

Careerists and investors must continually monitor and react to change. Foresight is uncommon. Yet the consequences of failing to do so may mean an obsolete industry; a pink slip; company shares that erode in value.

I, for one, have followed the writings of several thinkers on contemporary economic change. One economist of note is Nuala Beck. She seems to be able to make meaningful findings and is able to translate the information into useful trends. For lay people, like you and me, it means understandable and actionable information. Recently, I had the privilege of listening to Nuala Beck speak on the economic realities of today. The work in this field, copyrighted as "The New Economy", by herself and her company, Nuala Beck and Associates, Inc. of Toronto, is must information. It must be understood by investors, financiers, employers, bureaucrats, those starting careers, those at mid-career points, career counsellors, etc. In other words, the New Economy Concept is a reality that must be understood by those who wish to remain employed and those who want to be employed. It will be sorry reading for those who are destined to be unemployed.

If you consider that David Chilton's popular book, "The Wealthy Barber", was 'cream for the cat', Beck's thinking about the new economy would be the fourlegged creatures that supply the milk! Basically, Beck says that there are "four engines" in the new economy: computers and semi-conductors, health and medical; commun-

ications and telecommunications; and, instrumentation.

She provides startling statistics about the economic realities that many of us have sensed but lack in tools or abilities to measure. Interestingly, Beck says that there are three ways to grow in an economy: be an Engine, be their supplier, or use their Technology.

Beck figures that industrial and corporate change can be measured by a new set of financial ratios. She has, for example, established about two dozen new ratios --- all of them trademarked. The Knowledge Ratio, for example, measures knowledge intensity in industries and professions. Computer services, for example, has a high level of knowledge intensity. My barber-shop, on the other hand, has quite a low level. Beck states that Smart Industries simply have high IQs!

The message for investors and their dollars according to Beck is: "What percentage of your portfolio and future growth is tied to the old economy that is decline?"

We are closing in on the mid-1990's. Do you have any idea--as an investor, as an employer, as an employee--as to what is growing and what is not? At the outset steam-powered machines were highlighted. If you wish to work with these today, you would find yourself in museums. Is your investment profession headed for obsolescence? Is your investment portfolio structured for today's realities; tuned to tomorrow's economy?

In November 1992 a new book by Nuala Beck will be available. Published by Harper Collins, it is titled "Shifting Gears: Thriving in the New Economy". I suspect that it will be must reading. There is an adage that says that many wait for their ship to come in; but, in fact, have never allowed it to leave port! Is the 'steam up' in your investment portfolio?

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## DELTA FAIR BOARD ELECTS DIRECTORS FOR THE 1993 SEASON

This year's Delta Fair concluded just three months ago but at its Annual General Meeting on October 24th., the Delta Agricultural Society, which is responsible for staging the annual farming exhibition, was already making plans for the 1993 fair.

A board of 25 elected directors, 19 associate directors and 5 junior directors will organize the 163rd. Anniversary Edition to be held from Sunday, July 25th. to Wednesday, July 28th. of next year.

Officers for next year's fair include Chuck Galway, president; Bob Green, 1st. vice-president; Marie Flood, 2nd. vice-president; William Morris, secretary-manager, and Clara Townsend, treasurer.

At the October 17th. district meeting of the Ontario Association of Agricultural Societies, two Delta Fair directors were elected to positions of responsibility. William Morris was elected as 2nd. Vice-President of the Ontario Association of Agricultural Societies while Clara Townsend was elected as 2nd. Vice-Chairperson of the Homecraft Committee for the District. This recent meeting was conducted in Almonte.

*On behalf of the "Food Bank" organization of Bastard and South Burgess, we wish to thank all the local organizations and individuals who so kindly gave donations of food and money during the past year.*

*We certainly have many kind people, and live in a Community where concern is shown so that all our residents are cared for and provided with food and other health services.*

*Our "Food Bank" is ongoing all year and with your generous contributions, we are able to provide assistance as the situation arises.*

*Again, our "Sincere Thanks" and may everyone have a Joyous Christmas and a Happy, Healthy, 1993.*

*The office staff of Bastard and South Burgess.*

*Shirley, Jane, Barb, Barb*



## Season's Greelings

**MERRY CHRISTMAS AND BEST WISHES FOR A HAPPY, HEALTHY AND SAFE HOLIDAY**

**COUNCIL AND STAFF OF BASTARD & SOUTH BURGESS TOWNSHIP**

### Office hours for the holiday season

Dec. 24, 1992	-	8:30 - 12:00
Dec. 25, 1992	-	CLOSED
Dec. 28, 1992	-	CLOSED
Jan. 1, 1993	-	CLOSED

### Waste Disposal Hours for the holiday season

Dec. 24, 1992	-	Delta 8:30am - 4:30pm
Dec. 25, 1992	-	CLOSED
Dec. 26, 1992	-	CLOSED
Dec. 28, 1992	-	Delta 8:30am - 4:30pm
Dec. 29, 1992	-	Portland 8:30am - 4:30pm
Dec. 31, 1992	-	Delta 8:30am - 4:30pm
Jan. 1, 1993	-	CLOSED