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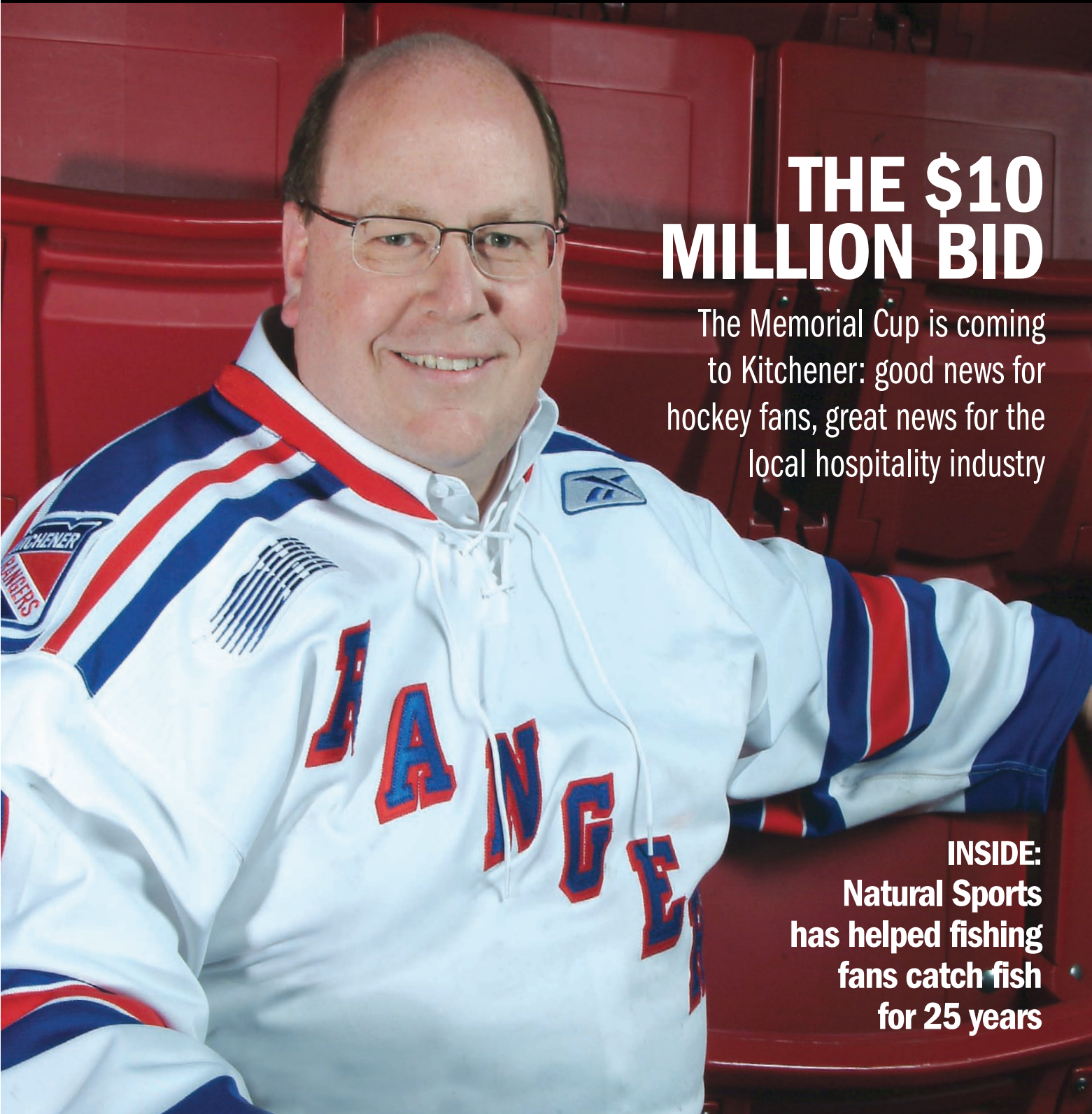


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MAGAZINE FOR BUSINESS & ENTREPRENEURS

JULY/AUGUST 2007 - \$4.95



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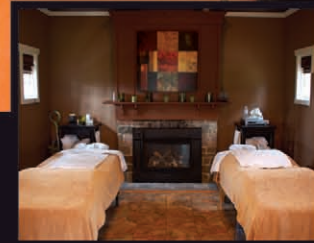
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JULY/AUGUST 2007

EXCHANGE

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A BITTERSWEET LINE-UP

Our Cup runneth over...but not in all areas of life

by PAUL KNOWLES



Our editorial line-up for this edition is somewhat bitter-sweet.

Our cover story is certainly sweet. We have looked at the Memorial Cup from a business angle.

PAUL KNOWLES is editor of Exchange Magazine. He is an author and public speaker. email: paul.knowles@exchangemagazine.com

The region will benefit from the event – figures like \$10 million are on everyone’s lips, from Kitchener Mayor Carl

Zehr to Rangers C.O.O. Steve Bienkowski. I found the most intriguing aspect of the whole story to be the profit that comes to the Rangers hockey club. The Rangers get the same share of the profits as any of the other 19 Ontario Hockey League Major June A teams. So Bienkowski is clearly telling the truth when he says, “It’s not about us... it’s about bringing this to the community, to thank our fans for the support they give us.”

It’s also about the love of the game; the man who is now COO once held another position with the Rangers – goaltender on a team that played for the Memorial Cup.

The “bitter-sweet” reference comes in reaction to our “Making a Difference” article. Brian Hunsberger’s story is about the New Frontier Program, a program of the Enterprise and Business Group of Lutherwood. It’s “a self-employment program for people with disabilities.”

The article is well done. But it is our second version of the piece. In the first, a New Frontier grad was interviewed, a person who was grateful for the help received, and ready to launch a new business. Then everyone concerned realized that although the new entrepreneur was ready, potential clients might not be quite so ready to deal with someone with an admitted disability. So our interviewee was taken out of the story. It was necessary; it was also a shame. I hope some day Exchange will carry an article on that business’s success; then the story will be nothing but sweet. X



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CAPITALIZING ON ESCAPISM

Enjoy your escape – and join the effort to welcome escapees here

by JON ROHR



JON ROHR is publisher of Exchange Magazine for Business. email: jon.rohr@exchangemagazine.com

Summer Time - oh - Summer, Summer, Summer Time
 Ain't nothin' better in the world, you know than lyin' in the sun with your radio

Escapism - Toronto's good old boys, Lighthouse, set the tone in 1972. Thirty five years later, the song continues to sooth the soul and calm the workplace jitters.

Summer at its best – sitting around on the dock, soaking up the sun, with nothing to do but listen to an ipod – I can't wait. The Wiki definition of Escapism is “mental diversion by means of entertainment or recreation, as an ‘escape’ from the perceived unpleasant aspects of daily stress.”

We've proven that great things can be done. We're only at the beginning...
 we'll always have the future ahead of us.

Escapism is stress relief - it's a rewiring of our daily habits, a diversion from everyday life for a prolonged period of time (hopefully more than a week) - a reboot of our operating system. It's an important part of our work success that employers must recognize and employees must take advantage of.

A lot is being done across the province with respect to attracting people to communities and providing them a diversion that not only will be remembered when the holiday's over, but will propagate new interest that will grow, organically. To cultivate a community's uniqueness and package it in a sales message, is one way to that sets a location apart from the rest. Escaping requires an attractive diversion – not necessarily an ocean, mountain or

natural phenomenon. One example of area success is Milo Shantz's St. Jacobs. Since 1978 the small village five minutes north of Waterloo has done extremely well at defining their market, and communicating the community's uniqueness – Mennonite heritage, old time markets with innovative tourism features.

On a grand scale, Walt Disney, a skilled urban planner, guided by his own innate ability to marry savvy marketing with people's wants and needs, created a industry whose main focus is to provide escapism to all ages. All of it started with a mouse. Lawrence Bingeman, of Bingemans, said to me a few years ago that we should look at Orlando, home of Walt Disney World Resort, Universal Orlando Resort, and Sea World as a benchmark..

With rumours circulating of Canada's Wonderland moving to a place just east of Woodstock, a new Tourism initiative in Waterloo Region could have the makings of a future community that not only works hard and innovates for capitalism, but also meets the human need for escapism.

With the appropriate commitment, we've proven that great things can be done. We're only at the beginning, and as long as we continue to understand that, we'll

always have the future ahead of us.

Our feature, “The \$10 million Dollar Bid”, highlights a great example of how government, not-for-profits and businesses can and are working together to attract more people to our community. The payout is \$10 million new dollars going to accommodations, food service, shopping destinations, attractions, and service stations. Given the scope and market, the Memorial Cup is a win, win, win.

Other initiatives are in the works; we should embrace the possibilities for risk and opportunities for reward – anything less will simply feed the institution of mediocrity. Nothing is gained entrepreneurially if we remain the same as everyone else.

Enjoy your escape. X|

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WATERLOO MODEL FOR SOUTHWESTERN ONTARIO

Waterloo is clearly leading the way – only days after the city was crowned the World's Top Intelligent Community, Waterloo hosted the first "Canadian Intelligent Community Forum" June 13, where it became clear that the "intelligent community" model will be extended throughout the province. Rose Langhout, right, an Ontario government Information and Information Technology Strategy specialist, said that development of broadband capability in rural southern Ontario is now a priority, funded by the new \$10 million Ontario Municipal Rural Broadband Partnership Program. Broadband capacity is a fundamental step in extending "intelligent community" cyber-potential to all of the communities of southern Ontario. Also presenting at the Forum was Simon Farbrother, CAO of the city of Waterloo, inset, who chaired the successful Waterloo Top Intelligent Community nomination program.



WATERLOO NAMED WORLD'S TOP INTELLIGENT COMMUNITY

The city of Waterloo was named the World's Top Intelligent Community for 2007. The honour came from "The Intelligent Communities Forum", acknowledging the community that best exemplifies the development of a prosperous economy based on broadband and information technology.

At the ICF conference in New York in May, Waterloo was recognized for its commitment to fostering institutions, projects and initiatives that drive technology innovation and share its benefits with the community at large.

Lou Zacharilla, Director of Development, ICF, referred to Waterloo as a North American community like no other. "What makes Waterloo special is that in the heart of the technology triangle, the tradition of community barn raising, looking after one another from the very young to the very old, is kept alive today. It's a place where people wake up and give thanks for the fruits of their works and for their good fortune."

Waterloo was one of two Canadian cities among the prestigious list of nominees that included Ottawa-Gatineau; Dundee, Scotland, United Kingdom; Gangnam District, Seoul, South Korea; Issy les Moulineaux, France; Sunderland, Tyne & Wear, United Kingdom; and Tallin, Estonia

"This recognition belongs to our community – to the businesses, to the schools, to the universities and colleges, to our libraries, to our not-for-profits – all of whom look for innovative ways to use technology to make Waterloo a better place," said Waterloo Mayor Brenda Halloran in accepting the award.

"There are great things happening in Waterloo," she added. "The Intelligent

Community Forum has helped us more clearly recognize the collective strength of what we have. In fact, it's created a reason for bringing people together who have been able to look at those strengths and through collaboration, leverage them even further."

Waterloo's nomination credits several organizations including the universities, hospitals, libraries and schools as well as companies such as RIM, Open Text, Sybase, DALSA and many others that export their products, technology and services around the world. It also notes the Perimeter Institute for Theoretical Physics, The Centre for International Governance Innovation, The Institute for Quantum Computing, The Research and Technology Park, and the presence of Communitech and Canada's Technology Triangle as being further reflections of leadership as an Intelligent Community.

To participate in the Intelligent Community process, a community steering committee was formed that included public sector, private sector and not for profit representatives. The submission for 2007 was created by a committee that included public sector, private sector and not for profit representatives. This included: Jim Balsillie, RIM (Honourary Chair); David Johnston, President, University of Waterloo; Halloran; Simon Farbrother, CAO, City of Waterloo (Chair); Waterloo City Councillor Mark Whaley; Steve McCartney, President, Atria Networks; Colleen Fitzpatrick, Centre for International Governance Innovation; Don Cowan, David R. Cheriton School of Computer Science, Computer Systems Group, UW; Doug Muholland, Computer Systems Group, UW; Shirley Fenton, Waterloo Institute for Health Informatics Research, UW; Cathy Matyas, Waterloo

Local product honoured with top "tool box" awards

The JacPac CO2 Power System – developed by Supplierpipeline Inc. of Waterloo – has won Popular Mechanics' Editor's Choice Award in recognition of outstanding achievement in new product design and innovation. The award was presented at the National Hardware Show in Orlando, Florida in May. The award highlights "the most useful and innovative new products for your tool box."

JacPac's break-through technology uses easy-to-carry CO2 canisters as its pneumatic power source. Popular Mechanics' editors recognized that with JacPac, common air-powered hand tools are now free from reliance on the heavy, noisy, conventional air compressors.

"Fast, effortless pneumatic nailing has long been an integral part of the carpentry industry. And, until now, you needed to lug a noisy air compressor from site to site. The new JacPac CO2 system utilizes a compact pressurized CO2 cylinder that you carry on your belt and that silently drives up to 500 nails on a single charge," according to Popular Mechanics.

Supplierpipeline is Canada's number one manufacturer of climbing products (ladders). Supplierpipeline is also an emerging player in the Do-It-Yourself power tool market with the introduction of the JacPac line in 2006.

JacPac has already garnered another major award in 2007, when it was named one of the Top 10 Tool Innovations for 2007 by Workbench magazine. Workbench, a popular publication targeting the rapidly growing DIY market, said, "...with the advent of the JacPac CO2 the inevitable extinction of the hammer may be at hand."

The JacPac CO2 power system comes with a cartridge, regulator and hose for \$119.99, or as a kit that includes a pneumatic brad gun for \$189.99. A (re-chargeable) 9-ounce cylinder costs \$29.99. (all US dollars).

Supplierpipeline Inc. products are marketed under internationally recognized and long-standing brand names as Lite, Eagle, Gryphon and Jacmorr.



XQuote

"Immigration will ... play an increasingly important role in shaping housing demand. Immigration has been the dominant source of household formation since the early 1990s, a trend that will accelerate over the coming decade as the rate of natural population growth continues to slow."

- ADRIENNE WARREN, SENIOR ECONOMIST, SCOTIA ECONOMICS

Public Library; Catherine Rosenberg, Department of Electrical Engineering and Computer Engineering, and the Centre for Wireless Research, UW; Steve Farlow, Wilfrid Laurier University; Linda Fegan, Canada's Technology Triangle Inc; Mike McKeever, Waterloo Public Library; Ken McLaughlin, University of Waterloo; Ellen Jones, Waterloo Public Library; Trudy Beaulne, Social Planning Council of Kitchener Waterloo; Vic Degutis, Waterloo Catholic District School Board; and Bruce Hawkins, Garry Bezruki, Marlene Coffey, Patti McKague, and Elaine Nesbitt, all City of Waterloo

"This recognition is recognition for the countless ways that organizations, businesses and individuals have leveraged technology and broadband in innovative and leading ways throughout this community," said Farbrother. "The

success of our intelligent community comes in part from the commitment of our committee to research, understand and articulate how extensive our collective use of technology and broadband is in this region."

In June, Waterloo hosted the Municipal Information Systems Association's Annual Conference and Tradeshow at RIM Park. It included the first ever Canadian Intelligent Communities Forum (CICF) as the closing session.

The forum brought together in Waterloo, all of the cities/communities in Canada that have been identified by the Intelligent Communities Forum in New York as being in either the Top 21 or Top 7 Intelligent Communities globally, including: Waterloo, Burlington, Ottawa-Gatineau, Sudbury, Toronto, Calgary, Fredericton, Western Valley NS, and Nunavut.

Piller's Sausages & Delicatessens Ltd. celebrate half a century



Piller's Sausages & Delicatessens Limited has linked together 50 years of delicious goods and services in Waterloo.

Opening as a small butcher shop in the summer of 1957, Piller's has grown into one of North America's largest producers of European sausages and delicatessen meats. With more than 400 products available, the company has won 44 international awards for product quality and superior taste. Most famously known for their award-winning meats, such as Black Forest ham and air-dried salamis, Piller's has been using family recipes and traditional European meat processing methods for more than five decades.

The family recipes are not the only aspect of the business that has remained unchanged. The Huber family philosophy has also stood the test of time for 50 years. "Our family philosophy has always been, you have to be an honest businessman. If you give your word, your word is your word," says Willy Huber Jr., current president and CEO of the Waterloo-based company.

The Waterloo butcher shop was originally opened by Wilhelm Huber and his partner George Piller, each with only \$500 in hand. After five generations of sausage makers, Piller's continues to be family owned and operated, with the delicatessen still using the same natural aging, curing, and smoking process Huber Sr. used a half-century ago.

The younger generation is largely responsible for the company's substantial growth into a meat processing empire, with a workforce of about 560. Piller's has kept with the changing times and tastes of the consumer by releasing about 20 new products annually. "You have to change with what the consumer wants. A lot of the products that were produced 10 years ago are now long gone. We're constantly changing our product look and product lineup; we're always reassess-



The three Huber brothers in 1957, Wilhelm (left), Heinrich and Edward.

ing our approach," says Willy Huber.

In the luncheon meat market, Piller's has faced some top competitors such as Maple Leaf and Schneiders; however, the company has emerged as a main player in the specialization of sausages and processed meats. Aside from strong work ethic, honesty and a true passion for the business, the Hubers believe improving products, increasing sales and expanding their market is necessary to maintain a competitive edge. "We're always expanding. If you don't expand and you stand still, that's the road that leads to disaster," says Huber. "There has always been growth every year from coast-to-coast since 1957 - non-stop growth."

From their humble beginnings, Piller's has made its home in Waterloo, and has formed a solid relationship with the Region. "The one thing I can say is the City of Waterloo has been absolutely phenomenal with us. We're very proud to be here in Waterloo," says Huber.

As the former two-person butcher shop faces its next 50 years, the Huber family's next generation of 12 has the opportunity to continue taking Piller's to the next level. "Ultimately the choice is in their hands."

For half a century, Piller's has been using their special recipe for business: two pounds of proud family heritage and philosophy, three teaspoons of time-honoured values, half a cup of dedicated work ethic and a dash of gratitude to the Region where it all started.



Piller's current management team: Conrad Huber, Executive Vice President, Corporate Affairs & Purchasing, Willy Huber, President & CEO, Wilhelm Huber, Founder & Chairman of the Board, Henry Huber, Sr. VP Corporate Sales & Marketing, Robert Huber, VP Corporate Marketing and Gerhart Huber, Chief Operating Officer.



REGIONAL OFFICIALS RECENTLY WELCOMED A VISIT by the American Consul General, newly posted to Toronto. Shown during the event are Regional Chair Ken Seiling (front left); John Nay, Consul General of the United States; Kitchener Mayor Carl Zehr (back left); Doug Craig, Mayor of Cambridge; Alison Tasker, U.S. Political/Economic Specialist; Scott Witmer, Waterloo Councillor; and John Tennant, CEO of Canada's Technology Triangle.

Waterloo Region ranked among top five in North America

Waterloo Region garnered a Top Five ranking among "Small Cities of the Future in North America". The award - organized by Foreign Direct Investment (fDi) Magazine - was presented in Boston to Canada's Technology Triangle Inc., on behalf of partners in the Waterloo Region and the cities of Cambridge, Kitchener and Waterloo. It's the second consecutive year that Waterloo Region has fared well in fDi's "Cities of the Future" rankings.

The North American award reception was held in conjunction with Bio2007, the major event held by the Biotechnology Industry Organization each year. The international conference has been part of investment attraction initiatives for CTT Inc and partners since 2003.

Recognized in the "Top 10 Small Cities of the Future" category, Waterloo Region ranked 5th overall. The Small Cities category covers communities of 100,000 to 500,000 people. The area also achieved:

- 2nd for "Best Human Resources"
- 2nd for "Quality of Life"
- 4th for "Best Infrastructure" and
- 5th for "Best Development and Investment Promotion"

Courtney Fingar, Editor, fDi Magazine, says there has been far greater take-up from North American cities to participate in the research rankings. "Waterloo impressed fDi's judges in several areas, particularly for the region's infrastructure, development and investment promotion, human resources and quality of life."

fDi is a premier publication for the business of globalization and is produced by the renowned Financial Times group of London, UK. The judging panel represented public and private leaders from New York, Washington and Chicago, and included Steve Demmings, president, Site Selection Canada.

The prestigious 2007/08 competition had entries from 108 cities across North America. Submissions were evaluated for economic potential, cost effectiveness, human resources, quality of life, infrastructure, business friendliness and FDI promotion strategy. This year, the competition was changed from the previous survey ranking for Canada and moved to a broader North American-wide ranking among locations in the United States, Mexico and Canada. The ranking is based on data submitted covering the Waterloo Region including the cities of Cambridge, Kitchener and Waterloo.

John Tennant, CEO, Canada's Technology Triangle Inc, says fDi's report spotlights North American locations that firms that are expanding or locating should carefully evaluate. "Our Top 5 ranking is yet another independent indicator of the attractiveness of our Region to international business," according to Tennant. "The high ranking for Best Human Resources is a testimony to our outstanding post-secondary educational institutions and highly skilled talent pool. The community leadership should take pride and credit for Waterloo's high standings in terms of quality of life and infrastructure."

Last year, Canada's Technology Triangle took the title as Canada's "Most Cost Competitive" area and was also the location for fDi's Global Personality of the Year Awards which honoured Ontario Premier Dalton McGuinty. It was the first time the awards celebrations were held in North America. The "Cities of the Future" competition is now in its fifth year.

Waterloo Region has had a Gournment Affair for 25 years



Head chef and owner of Gourmet Affair Catering, Bruce Sutherland, has evolved his career and business around his combined experience in food and design. Specializing in French, Italian, Thai, and European cooking styles, Sutherland has guaranteed his service and cuisine for a quarter-century.

This catering company has become a staple for artistic expression and flair for food presentation, while extending tasteful service and elegant experience to weddings, banquets and parties across the Waterloo Region.

Sutherland says he appreciates the acceptance of the community in the highly competitive business of catering. "We put an emphasis on providing great and affordable quality and service in the community."

Unlike some large catering businesses, Gourmet Affair is completely hands-on, with Sutherland, personally, taking the time to meet his customers' needs. "From taking the order to cooking the food to handing them the bill, every customer deals directly with me, so there is no confusion with a middle man."

He adds that Gourmet Affair has grown both stronger and wiser over the past 25 years. "We hope to continue growing within the Region, while remaining hands-on."

- BEN RICHMOND



Bruce Sutherland of Gourmet Affair.

XQuarterly - www.xquarterly.ca

- The Canadian economy picked up steam in the first quarter of 2007 as real GDP advanced 0.9%, more than twice the pace of last quarter, according to StansCan. A slight pick-up in consumer spending and an inventory build-up resulting from strong production fuelled the advance. Investment in fixed capital slowed, exports eased.
- The Canadian economy recorded an annualized growth rate of 3.7%, up sharply from the fourth quarter of 2006 (+1.5%), outpacing the US.
- Business inventories (excluding farm inventories) increased \$2.8 billion in the quarter.
- Corporate profits posted substantial growth in the first quarter (+3.1%), a pace not seen since the last quarter of 2005. Spurred by profits earned in the petroleum and coal products manufacturing sector, partly resulting from rising commodity prices, as well as by increased profits in the retail sector, corporate profits in non-financial industries advanced 4.7%.
- Personal income rose 2%, helped by strong increases in labour income, farm income, and net income from non-farm unincorporated businesses.
- Canadian industries slightly increased the use of their production capacity during first quarter 2007, halting four consecutive quarters of decline. Capacity utilization edged up from 82.4% in fourth quarter 2006 to 83%.
- J.D. Power and Associates reports that Canadian-made vehicle models receive segment awards, including Toyota Corolla (from Toyota's Cambridge, Ontario, plant), which ranks second in the compact car segment, and Lexus RX 350 (also from Toyota's Cambridge, Ontario, plant) which ranks highest in the midsize premium multi-activity vehicle (MAV) segment.
- Four Canadian plants rank in the top 15 in initial quality out of the North and South American plants studied, including Toyota's Cambridge plant.
- A new study, Caring for the Land - Our Farm Environmental Commitment, shows that Ontario's farmers are environmental leaders. Greenhouse gas emissions have been reduced by the equivalent of taking 125,000 cars off the road through improved soil conservation measures. Farmers have spent \$600 million on environmental improvements and 300,000 days in environmental training. Over 70% have voluntarily participated in the Environmental Farm Plan.
- Total value of building permits declined in April as construction intentions fell in both the residential and non-residential sectors as well as in nine provinces. Contractors took out permits worth \$5.6 billion, down 8.4% from March. The value of non-residential permits decreased 18.9% to just under \$2 billion, the second biggest decline since 1989. All three components (industrial, commercial and institutional) lost ground. It was only the second time in the last 12 months



Miro Forest, Waterloo Data Management.

A new Business Continuity Facility - an answer in disaster

Think, "unexpected moments" - those times that turn your life upside down, moments that leave you down on your knees, fist clenched, looking up to sky while it pours rain down in your face.

That's the way it feels when your business can't function, can't generate revenue, can't do its job, because of some freak accident that prevents you and your staff from entering what's left of your building. Fires, chemical spills,

you name it, if the fire department or health inspector shuts you down, you're in an immediate loss position.

As a business owner/operator, that's not the position you want to be in.

In May 2007, Miro Forest and Larry Martin, two independent, innovative entrepreneurs, decided to partner and fill a gap they discovered in Wellington County and Waterloo Region. They have founded what's known as a "Business Continuity Facility".

"It's a place where a medium- or small-sized business that has a major catastrophe, like a fire or a chemical spill, can go on 24 hours notice, and get, in effect, back into business - maybe not 100%, but they're back up and running," says Forest, who also operates the Waterloo Data Fortress.

Forest spotted the opportunity while looking across his office yard. He noticed the Destination Inn was undergoing some renovations and an addition. He approached Larry Martin, part owner and operator of the Inn with the concept. He suggested to Martin: "When you're building and designing, could you keep in mind that there is this potential to have this continuity facility designed into it from the get go?"

The short answer was "yes". Martin, with a well-known track record as an entrepreneur who seizes a great idea, saw the opportunity quickly, not only for the business side of things but also to help those in an unfortunate crisis. Martin pre-configured all of the data networking structure and the telephone system infrastructure to allow their boardroom to be used for this type of job.

The facility is designed to serve small- to medium-sized companies, because "larger companies - with millions of accounts to deal with - have this type of facilities" says Forest. It's the small- and medium-sized businesses, with one site, for whom Forest designed the program.

When emergency response teams have the final say if you can get back into your office, or you're in the situation where the damage does not permit office use, this facility, located at the Destination Inn Waterloo, can become your "Virtual Office".

"You could comfortably put a maximum of 12 to 15 people here. Two companies with five to six employees each could utilize the facility simultaneously," says Forest.

This kind of service is new. According to the Gartner Group, "two out of five businesses that experience a major disaster go out of business within five years of the disaster - they never recover." But the new Business Continuity Facility offers a way to counter that, to get a business in crisis "back up and running."

that the level fell under \$2-billion.

- In the residential sector, an increase in the value of multi-family permits only partially offset a decline in single-family permits. Municipalities issued permits worth \$3.6 billion, a 1.4% decline.
- The Canada Mortgage and Housing Corporation has released Kitchener's preliminary housing starts data for the month of May. Construction began on a total of 302 homes in the Kitchener Census Metropolitan Area (CMA), an increase of 32% from the 228 units started in the same month last year. Multiple-family home starts were re-

sponsible for the stronger new construction figures in May. At 206 units, multiple-family home starts (which include semi-detached homes, townhouses and apartments) were up 82% from the 113 units started in May 2006. A total of 96 single-detached foundations were poured in May, a decline of 17% from May last year.

- May was another record month for the Kitchener-Waterloo Real Estate Board, with a total of 774 home sales, a 20% increase over May 2006. May's sales results surpassed the single month record of 713 sales set in April. The

continued on next page

XQuarterly - continued

dollar volume of homes sold continued to soar in May, up 24% relative to one year ago, to \$189 million.

- Canadian merchandise trade imports declined in April, while there was little change in exports. Canadian exports edged down 0.3% to \$40.7 billion from \$40.8 billion in March. Imports fell 2.2% in April to \$34.9 billion.
- Canada's exports to countries other than the US reached \$10.1 billion, a 7.7% gain. Imports from those countries remained virtually unchanged at \$12.4 billion. Exports to the US fell 2.6% to \$30.6 billion, while imports from Canada's principal trading partner decreased 3.3% to \$22.6 billion.
- Despite rising cottage and gas prices, the number of Canadians committed to owning their own getaway retreat has increased since last summer, with 12% of Canadians planning to or considering buying a recreational property in the next three years, according to the 2007 Royal LePage Recreational Property Report.
- However, 23% of Canadian cottage owners will reduce the number of trips they make to their cottages this summer, while 12% of owners may consider selling their property if gas prices continue to rise.
- Travellers from the US spent a little over \$2 billion in Canada in the first quarter of 2007, down 3.8% from the previous quarter. It was the lowest level since the first quarter of 1998. Since the end of 2004, spending by American travellers has fallen 19.4%.
- American residents took 3.3 million overnight trips to Canada in first quarter 2007, down 6.1% from the end of 2006, the lowest level in 10 years.
- Travellers from overseas countries spent a record \$2.1 billion in Canada in the first quarter, up 3.4% from previous quarter. Spending by these travellers has fallen only once since the third quarter of 2004. Travellers from countries other than the US took an unmatched 1.2 million overnight trips to Canada in the first quarter, a 4.3% increase from the previous quarter.
- Travel by Canadians increased to every overseas region, except South America. On a regional basis, Europe was still the most popular destination, accounting for nearly 4 million overnight visits in 2006. The Caribbean was second, with almost 1.6 million overnight visits.
- Canadian tourists made an estimated 842,000 overnight visits in Mexico, up 6.0% from 2005. At the same time, travel to the United Kingdom fell 13.4% to only 778,000 overnight visits. France, Cuba and the Dominican Republic were in third, fourth and fifth place respectively. Visits to China surged 55.7%, the largest increase among the top 10 overseas countries visited by Canadians.



Gascho Automotive Limited receives a Milestone Achievement Award celebrating 80 years of business.



Barney Strassburger Jr. (centre) received the Family Business Leadership Award from Dave Schnarr, Executive Director and Jillian Weaver, Administrative Director.



Elliott Coach Lines Ltd. receives a Milestone Achievement Award celebrating 60 years.



Menno S. Martin Contractor Ltd. is celebrating 65 years of business.

Centre for Family Business 2007 Gala Awards

The gala evening recognizes innovation, inspiration and dedication to building strong families and better businesses, and celebrates anniversary milestones.



Green Horizons Group of Farms Ltd. celebrates 70 years.



Beingsner Home Exteriors Ltd. receives recognition for 50 years



Clarke, Starke & Diegel Accountants celebrates 35 years



Wright Lawn Care & Landscaping Service is celebrating 65 years.



Flanagan Foodservice Inc. receives recognition for 30 years



T. Weber Company Limited receives recognition for 50 years



Trillium Metal Stamping is celebrating 25 years of business.



Snyder Metal Fabricating Ltd. receives recognition for 30 years



Expressway Ford Ltd. receives a Milestone Achievement Award celebrating 25 years of business.



Nutritional Feed Additives receives recognition for 20 years of business.

PHOTOGRAPHY: TOMASZ ADAMSKI