



The Gallery on the Grand ground breaking ceremony, with Jane Mitchell, Regional Councillor, David Burkett, Alison Burkett, Mayor Carl Zehr and Regional Chair Ken Seiling. Conceptual rendering (inset) of the new gallery building.

**GALLERY ON THE GRAND** is growing into its name. After six years in a location on King Street North in Waterloo, **Alison and David Burkett** are building a new home for their gallery on the Grand River. The new gallery is on a property with wide-angle views of a scenic stretch of the Grand River and the local landmark, the arched Bridgeport bridge.

Alison Burkett notes that "Gallery on the Grand is the first significant re-vitalization in Bridgeport for a long time. The neighbourhood is ripe for creative new developments, especially since the City of Kitchener has designated Lancaster Street for mixed uses."

The Gallery on the Grand property is located on two acres in the heart of historic Bridgeport, situated beside Golf's Steak House. Architect Rick Reichard from SRM Architects is designing a 4,500 square foot gallery.

Gallery on the Grand will re-locate to the Bridgeport location in January, 2008.

Joining Gallery on the Grand at 580 Lancaster is Enermodal Engineering. Designs are underway for a 15,000 square foot office building situated between the gallery and the Grand River. Enermodal is one of Canada's premier designers of "green buildings," and the new office is targeted to attain a prestigious LEED Platinum designation as one of Canada's most environmentally appropriate buildings.

President Stephen Carpenter believes that the new office is a "wonderful opportunity for us to really practice what we preach as a company and as a community member."

Enermodal Engineering is a consulting firm committed to buildings and urban developments that are energy and resource efficient and has a professional staff of 60 in Kitchener, Calgary, Denver and Phoenix. Local green projects include the Waterloo Green Home, Green on the Grand office building, and the Waterloo Region Emergency Services Building.

have someone with Sandy's reputation and popularity writing a regular column for us. The readers loved him! I handled the tricky issue of how to edit Sandy by almost never touching his copy."

**BILL SMITH**, Managing Director of **Knightsbridge Human Capital Solutions**, is retiring in October after a long career with the firm in Kitchener Waterloo and Southwestern Ontario. **Catherine Copp** has been appointed as his successor to lead the growth of the company in the Southwestern Ontario market. To meet increased client needs Knightsbridge has appointed **Trish McKegg-Vandermey** as a Senior Consultant in the Organization Solutions practice. Trish facilitates strategic initiatives, builds effective teams, coaches leadership for best performance and builds leadership capability.

Knightsbridge is Canada's fastest growing Human Capital Solutions organization creating innovative solutions to complex human capital challenges. They have recently partnered with the Canadian Business Hall of fame to build leadership capabilities and engage the next generation of leaders in Canadian Business.

Catherine has extensive expertise with Knightsbridge working with both private and public companies at all points of the employment cycle. "Knightsbridge brings new insights and perspective to the landscape of talent decisions – finding the best people, keeping them engaged and effective, and at times helping them to leave with dignity and respect. Our clients tell us these are critical issues in a region experiencing tremendous growth and change," she says.

**DALSA CORPORATION** has received approval from the **Toronto Stock Exchange** to acquire for cancellation, by way of normal course issuer bid up to 951,334 Common Shares of the Company, which, as of August 20, 2007, represent approximately 5% of the issued and outstanding shares. The Bid will commence on August 23, 2007 and expire on August 22, 2008.

**THE ANNUAL BUSINESS AS A CALLING** convention of **Mennonite Economic Development Associates** is set for Nov. 1-4, 2007. MEDA is calling



Eric Pillmore, Tyco

**LEGENDARY WATERLOO REGION JOURNALIST Sandy Baird** died Sept. 3 at the age of 82. Baird – whose given name was Keith Alexander Baird – was publisher of the **Record** from 1975 to 1990. After retiring from that post, he continued to write his popular weekly column – until he abruptly quit, in a dispute over how it was being edited. He carried his complaint to the letters to the editor page of the newspaper, famously explaining that "just about everyone but the weekend security man had been tinkering" with his copy.

Baird then began to write for the regional publication, **Today's Seniors**, now known as **Forever Young**. At that time the editor and publisher of Today's Seniors was **Paul Knowles**, today editor of **Exchange**. Knowles remembers, "We were thrilled to

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convention attendees to trust in a world of uncertainty and to act on that trust by investing in the poor around the world. The delegates are coming to hear a slate of high-profile plenary speakers, including:



Graham Snyder

**Eric Pillmore**, hired by **Tyco** to restore integrity and values to the company after one of the largest corporate fraud scandals in the history of American commerce;

**Rotman School of Management Dean Roger Martin**, who will address the essential role of trust in building an organization's sense of community;

**Graham Snyder**, father of **NHL** player **Dan Snyder**, who has found grace through forgiveness in the face of the heartbreaking loss of his son in a car crash;

**Debbie Sauder David**, a member of the third generation of leadership of the **Sauder Furniture** legacy, speaking on Preserving Values and Trust through the Generations.

**JOHN KEATING** has resumed his duties of CEO of **COM DEV International Ltd.** Keating completed his period of recuperation from a medical procedure that required a temporary leave beginning in March, 2007.

"On behalf of the Board, it is



John Keating, CEO of COM DEV

my pleasure to welcome John back and to thank **Mike Pley** for taking on extra duties in recent months," said **Keith Ainsworth**, Chairman of the Board of Directors. "We look forward to continuing to capitalize on the considerable opportunities available in our industry."

**A BLIND TASTE TEST** at the **1st Annual Canadian International Beer Championships** has voted three **Wellington Brewery** products worthy of medals in two separate categories.

Wellington Brewery's flagship brand County Ale received a Gold medal in the English Brown Ale, Porter & Stout category, a Silver medal for Arkell Best Bitter and a bronze for Guelph's favorite Special Pale Ale (S.P.A.) in the Bitter & English Pale Ale category.

The competition had over 30 brands including numerous entries from the large manufacturers and imports.

"We are thrilled to consistently add more awards to our trophy case," says Wellington President **Mike Stirrup**. "It is a tribute to all our employees who work so hard behind the scenes to produce fresh high quality products, and deliver unmatched customer service."

Located in Guelph, Wellington Brewery is Canada's oldest independently owned micro-brewery.



Mike Stirrup, Wellington Brewery

**DAVID CORKS** has been named **Downtown Economic Development Manager** in

Guelph. Corks comes to Guelph with over 25 years of experience in planning and economic development at the municipal level in Ontario with his most recent municipal position as Manager of Downtown and Market Research for Kitchener. His last four years have been as the President of **Downtown Dynamics Incorporated**.

**LIVEHIVE SYSTEMS**, a company that is taking a pioneering role in interactive TV, has signed an agreement with **Turner Sports** for 17 televised races of the **NASCAR** racing season. Live Race Trivia presented by Shell, powered by LiveHive's NanoGaming product, launched on **NASCAR.COM** for **NASCAR NEXTEL Cup Series** races with the Allstate 400 at the Brickyard at **Indianapolis Motor Speedway** on Sunday, July 29, 2007.

"NASCAR is one of the top-rated televised sports in the US, with an estimated 75 million fans," said **Dave Bullock**, President and Co-Founder of LiveHive Systems. "Signing with Turner Sports will bring NanoGaming to millions of people and show them just how exciting sports can be with interactive technology."

**SMALL BUSINESS WEEK**, a nationwide event organized by **Business Development Bank of Canada**, will be held from October 14 to 20, 2007. Small Business Week pays tribute to the important contribution small businesses make to the Canadian economy.

**FAFTER 15 YEARS OF SERVICE** in their original Preston location, **Total World Travel** has moved to the historic "Cottage on King" at 465 King Street East, to offer customers a one-of-a-

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kind travel planning experience. The Cottage on King, a Heritage landmark, originally built for the notary public of Cambridge in 1861, is a perfect fit for the staff of Total World Travel and Cruises, says **Kim McDonnell**, owner.

**KITCHENER AND WATERLOO** and the Region of Waterloo have embarked on a new joint initiative, an online auction site to dispose of surplus goods. "Now, everyone can have access to government surplus goods by public online auction," says the City of Kitchener's Purchasing Supervisor, **Laurie Stecho**. "We've seen the success enjoyed by other municipalities, including Cambridge and Milton, and we've decided that it will work for us as well." Items advertised on the site will run from the commonplace – used office furniture and equipment – to the exciting and unusual, like paddle boats and canoes. The website is [www.kitchener.ca/auction](http://www.kitchener.ca/auction).

**WILFRID LAURIER UNIVERSITY'S Community Safety & Security** department is the owner of a new 2007 Toyota Highlander Hybrid, thanks to a donation from **Toyota Motor Manufacturing Canada** in Cambridge. "TMMC is proud to be able to support Wilfrid Laurier University and its community," said TMMC president **Ray Tanguay**.

**GUELPH HYDRO ELECTRIC SYSTEMS INC.** and **Horizon Utilities Corporation**, two electricity distribution companies, have signed a Memorandum of Understanding to develop a business case for a strategic partnership. The business case will establish the terms and conditions that could result in a formal

strategic partnership agreement between the two companies. The proposed agreement will then undergo an evaluation and approval process by the respective shareholders and Municipal Councils.

If agreement is reached by all parties, a single Electricity Distribution Company will be formed to provide service to approximately 280,000 business and residential customers in Hamilton, Guelph and St. Catharines. "Consumers are well aware that they will be impacted by any future energy decisions that are made regarding electricity in Ontario," said **Paul Truex**, Chair of Guelph Hydro Electric Systems Inc. "We believe this kind of partnership is the best way to reduce these impacts for our customers and shareholder. We need to continue to add value to our communities by creating a stronger, better resourced utility that provides leadership in energy conservation."

**ARISE TECHNOLOGIES CORPORATION** has started construction of its photovoltaic cell manufacturing plant in Bischofswerda, Germany. The company expects to have the building weather tight before the end of this year and to be producing PV cells early in the 2nd quarter of 2008. The company has a target of eight lines at the site, with a total production capacity of 360MW per year by the end of 2012. **Ian MacLellan**, President and CEO stated, "We are very pleased with



Ian MacLellan, Arise Technologies

our progress and the fact we are still on our original schedule defined at the beginning of this project in December 2006. With ARISE Germany fully funded, all the key partners selected and construction started, we are confident that we will continue to meet our project schedule in Germany."

**OPEN TEXT CORPORATION**, a provider of Enterprise Content Management (ECM) software, has announced unaudited financial results for its fourth quarter and fiscal year ended June 30, 2007. Total revenue for the fourth quarter was \$175.2 million, compared to \$105.2 million for the same period in the prior fiscal year. License revenue in the fourth quarter was \$59.2 million, compared to \$32.0 million in the fourth quarter of the prior fiscal year. License revenues grew 38% from \$43.0 million in the previous quarter ended March 31, 2007.



John Shackleton, Open Text

Total revenue for fiscal year 2007 was \$595.7 million, compared to \$409.6 million for the previous fiscal year. License revenue for fiscal year 2007 was \$182.5 million, compared to \$122.5 million in the previous fiscal year. "I am very pleased with our performance in the quarter and for the full fiscal year. The integration of Hummingbird has gone well and investments in our partner strategy are paying off," said **John Shackleton**, President and CEO.



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Tom Jenkins, Open Text

**Open Text Corporation**, has been confirmed as a keynote speaker for the 2007 conference. Jenkins' keynote address is scheduled for Tuesday, October 16. GTEC will be held October 15-17 in Ottawa.

**AIDERSS'S** innovative RSS filtering solution is publicly available for the first time. A release from the Waterloo firm says, "Already well received in beta testing, AideRSS feed management tools fill a dire need to help manage the overwhelming numbers of posts and news stories generated every day on the internet. Today, people spend significant amounts of time in their feed readers such as Google Reader and Bloglines trying to sift through the stories to find the good stuff and read what really matters. AideRSS addresses

this by filtering incoming feeds based on social engagement metrics such as comments, bookmarks, trackbacks, and more. Like a newspaper editor, who picks relevant stories off the newswire services, AideRSS analyzes all of the posts in an RSS stream, assigns a PostRank score, and delivers only the most relevant stories into your inbox based on the chosen filtering level."

"Our goal is to make RSS manageable and relevant for every reader," states **Ilya Grigorik**, AideRSS co-founder and Chief Architect.

"With the number of blogs growing by millions each month and an ever increasing number of posts each day we figure AideRSS can save hours of reading each month," says **Kevin Thomason**, co-founder and Chief Marketer at AideRSS.

There is no cost for the AideRSS service and a free version will always be available. Founded by three partners in January, 2007, AideRSS is based in Waterloo.

**SYMBILITY SOLUTIONS INC.** of Waterloo and Montreal, a wholly owned subsidiary of **Automated Benefits Corp.**, has announced a new milestone in the adoption of its mobile claims processing solution, as it exceeded

7,000 registered users.

"It took us four years to get to 3,500 users, and we have now doubled that number to 7,000 registered users in less than 11 months," notes **James Swayze**, CEO, Automated Benefits Corp. "We are extremely excited about our future growth curve, as we have some significant pilots within our pipeline, that ensure we continue to grow well beyond our current install base."

The user base is comprised of now more than 700 independent companies across Canada and the US, including insurers, restoration contractors and independent adjusting firms across North America.

**WESTJET** introduced its new electronic boarding pass check-in service to the **Region of Waterloo International Airport** August 24. WestJet is the first airline in North America to use this innovative paperless format to check in and board guests. "We are excited that WestJet is making electronic boarding pass technology available to guests traveling through the Region of Waterloo International Airport," said **Jeff Schelling**, Manager of Airport Development for the Region of Waterloo International Airport. "Being located in the heart of Canada's Technology Tri-

"where bright kids become great students"



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angle, I am confident that BlackBerry check-in will be a popular addition."

During the WestJet web check-in process, guests will now be presented boarding pass options. They can choose to print their boarding pass immediately or at the airport, or select the electronic boarding pass option and have an e-mail sent to their mobile device. They will then show the boarding pass displayed on their mobile device to proceed through security and board their flight.

**LINDA FEGAN** is leaving her post as marketing and communications director for **Canada's Technology Triangle** to become corporate communications and marketing director for the **City of Cambridge**. Fegan, with CTT since 2002, begins her new position Oct. 29.

**ARISE TECHNOLOGIES CORPORATION** has hired **Richard Lu** as Vice President, Business Development effective September 1, 2007. Richard will be responsible for Asian business development as well as PV Systems sales in the Greater Toronto Area (GTA). Lu was previously Chief Conservation

Officer and Vice President of **Toronto Hydro Corporation**. He holds an MBA from the University of Toronto, and a Doctorate of Medicine, Tongji University in China.

**NEWIRE INDUSTRIES**, a newly established tire recycling operation, has opened its first plant in Kitchener. The firm is expected to create about 15-20 jobs at the 27,000 sq foot facility. Kitchener Mayor **Carl Zehr** said, "This new firm is a great fit for the Grand River West Business Park. It will operate along side the light industrial and engineering firms already located there." Zehr adds that there are about 60 additional acres available in the park for development.

Company CEO **Viktor Besenschek** says that Kitchener was the natural choice for the innovative recycling operation. "The area is central to large business centres and has the talented labour force to support the automated processes I will be utilizing at the new plant."

Besenschek is no stranger to entrepreneurship as he has been a principal in a number of start-ups over the years. He saw an opportunity to offer a quality supply of

steel-free crumb, a bi-product that can be used in making other rubber based products. "Industry sources estimate that there are some 10 million excess tires generated per year in Ontario alone, and over 8 million stockpiled in landfill sites and other storage facilities. This will supply plenty of tires to recycle for various industrial and automotive parts production," he added.

**HOMWOOD SUITES BY HILTON**, the international brand of upscale, all-suite, residential-style hotels, has opened the 108-suite Homewood Suites by Hilton hotel Cambridge-Waterloo, at 800 Jamieson Parkway, Cambridge. The hotel is owned by **Golden Triangle Partnership Holdings Limited** and managed by **Alnoor Gulamani**.

**RDM CORPORATION** has appointed **Michael J. Murphy** Vice President, Marketing. Murphy replaces outgoing VP of Marketing Tom Kettell.

Murphy has over 25 years of sales and marketing experience. Most recently he was Vice President of Marketing at **Transaction Network Services**. ☒

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changes over the years. According to Webb, "Wyndham House has decided to focus its fundraising efforts in different areas this year. Luckily one of our community partners, Lakeside Church, has expressed a desire to take over organizing the event, which means that people in Guelph will still be able to enjoy this tremendous experience."

It also means Wyndham House will continue to receive the roughly \$4,500 raised each year. Webb notes that all proceeds go "directly to supporting our programs." And she adds, "Because of the wonderful support we receive from our sponsors, and great volunteers, we have almost no overhead costs."

Webb mentions a number of local businesses that assist the program, and Wyndham House; she mentions Mailboxes Etc, Macmillan Marketing, Investors Group, and Ignatius Farms.

Waterloo's "Christmas Carol" is produced by the Waterloo Entertainment Centre, with all proceeds going to the Food Bank of Waterloo Region. Marketing manager Genny Demerchant says this year's production will take place on the Waterloo stage on Nov. 30; admission is \$15.

This year will see the fourth annual Dickens' Christmas Carol in New Hamburg, Dec. 9. The event is co-sponsored by two local churches – Zion United, and St. George's Anglican – but all proceeds go to local charities; in recent years, to the Wilmot Family Resource Centre and Food Bank. Approximately \$3,000 is raised each year, and all costs are covered by a donation from a local business, Hanson Chevrolet-Pontiac-Buick-GMC.

Nancy Ripley, who is associate pastor at Zion, is co-chair of the New Hamburg event. She says that the Christmas Carol reading accomplishes "two wonderful objectives at once – we raise money for important community causes, and we present excellent, literate entertainment to the people of our community."

Ripley notes that New Hamburg has benefited from its proximity to Stratford – each year, stars from the Stratford Festival volunteer as readers. These have included Lucy Peacock, Peter Donaldson, Keith Dinicol, Thom Marriott, Barry MacGregor and Diane D'Aquila. "And, of course," she added, "the great Brian Tree, who has volunteered to read every year since we began the program."

In Kitchener, the Kitchener Public Library Foundation has been the organizer of the Christmas Carol reading for four years, with proceeds going to that cause.

This year, there are changes, as a Kitchener Anglican church, St. George's Forest Hill, has stepped in to partner with KPL, according to Leslie Zawadzki, of Kitchener Public Library. Proceeds will be divided between the church and the Foundation.

The Kitchener event will feature read-

"We have 14 beds for at risk youth between the ages of 16 and 21 who are either homeless or at risk of becoming homeless."

ers including local radio newsman Glenn Pelletier, Canadian Opera Company baritone Thomas Gertz, and Maddren.

Maddren – a well-known CBC Radio journalist – developed the idea for the community readings in 1989, when she simply read Dickens' tale of Scrooge, the Ghosts of Christmas, and Tiny Tim's fami-

ly, to her children. From that experience, an idea was born that has raised hundreds of thousands of dollars for local charities. In 1990, she and some CBC colleagues staged the first public reading of "A Christmas Carol" to a Toronto audience, with all proceeds going to a local charity. Within six years, the idea spread across the country, and today, there are more than 100 readings that are part of the CBC Radio series.

Reflecting on what her inspiration had brought to pass, Maddren recently wrote, "Hearing Charles Dickens' wonderful story, letting our minds create the pictures as Ebenezer Scrooge undergoes his transformation, and then feeling hope for him, for ourselves, and the world. Music to celebrate the season. Family and friends. It is all wrapped up in this magical entertainment." She added that every ticket purchased helps "to make your community a better place to live." ✕

For more information on all 2007 Dickens' "A Christmas Carol" performances, including those in this area, visit [www.cbc.ca/christmascarol/locations](http://www.cbc.ca/christmascarol/locations).

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# DICKENS WOULD BE PROUD

*Local volunteers and supportive businesses present a Christmas classic to raise charitable cash*



Wyndham House Executive Director Debbie Bentley-Lauson, left, and Board Member Vivian Webb.

PHOTO: EXCHANGE MAGAZINE

by PAUL KNOWLES

One suspects Charles Dickens would be proud. After all, the prolific Victorian era novelist wrote “A Christmas Carol” in response to the notorious poverty of England’s industrial cities. This most famous of modern Christmas stories was written in 1843; ten years later, Dickens had edited it for public readings, and was using his own performances to raise money for charities such as education or hospitals.

So surely Dickens would be pleased that the same thing happens each year, right across Canada, for the same kinds of causes.

The modern, Canadian Christmas Carol fundraiser was the brainchild of CBC Radio Journalist Judy Maddren. Since the first public reading, in 1990, the fundraiser has spread across the country – including the communities served by Exchange Magazine.

This November and December, Charles Dickens’ “A

Christmas Carol” will be presented in several area communities, including Guelph, Kitchener, Waterloo and New Hamburg. All of these presentations are under the banner of the CBC Radio promotion, and all raise funds for local charitable causes. Most of the readings are sponsored by or assisted by donations from local businesses – a touch that might have been a pleasant surprise to Dickens, who lived in and protested against the heartless era of the industrial revolution.

The concept is simple – since Dickens wrote the story in five “staves” for readings, organizers generally invite five guest readers to read a stage each. Often, one of those readers is a CBC Radio representative. In 2006, New Hamburg welcomed Barbara Smith; this year, Kitchener will feature the founder of the feast,

Most of the readings are assisted by donations from local businesses – a touch that might have been a pleasant surprise to Dickens.

Judy Maddren. Special, seasonal music is often part of the program. Admission is usually in the \$10 to \$15 range.

The events can draw a crowd – New Hamburg annually sells out a 250-seat venue; Kitchener has normally drawn about 100, but a change in organization could multiply that this year; Guelph hosts about 375, Waterloo, about 200.

Vivian Webb is Senior Communications Advisor with the Ontario Ministry of Agriculture, Food and Rural Affairs, based in Guelph. Webb is also the volunteer who first brought the Dickens event to Guelph. She told Exchange, “I am a devoted CBC listener and seven years ago I was listening to the promotions about the readings and decided that Guelph should have one. Wyndham House was one of the first organizations I contacted about helping me put this event on in Guelph and they were gratifyingly enthusiastic. Since then I have become more involved with Wyndham House and am now on the Board of Directors. It has been a wonderful experience for me in many ways.”

Debbie Bentley-Lauson is Executive Director of Wyndham House. She describes the work of Wyndham House – which actually operates one residence for young men and one for young women. “We have 14 beds for at risk youth between the ages of 16 and 21 who are either homeless or at risk of becoming homeless.” The young people live at the facility while they finish high school.

The overall operating budget for Wyndham House, she says, is about \$450,000, of which “we raise of 23%” thought fundraising, including the Christmas Carol presentation.

Wyndham House has been in operation since 1974.

The Dickens’ Christmas Carol programs are always a volunteer-run operation, and as such, are subject to

*continued on page 45*



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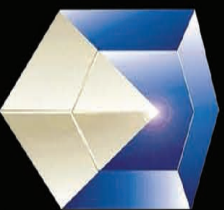
"Our goal is to establish the necessary systems and processes, without stifling the innovation and exhilarating ideas that allow a business to realize its entrepreneurial vision," says Lynda King, Vice President of Finance. "In order to achieve success, every business needs to maintain that balance. We needed an efficient and cost effective approach to managing the financial reporting for all of the Southbridge companies, so we turned to Second Foundation."

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- > Accounts Payable
- > Accounts Receivable
- > Cash Management
- > Consolidations

- > Business Analytics
- > Executive Dashboards
- > Business Intelligence

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