

COMING EVENTS

TODAY

**Electrical and Computer Engineering Design Symposium**  
9 a.m. - 8 p.m. at the UW Davis Centre. Seminars and exhibits showcasing work by upper-year students. Free. For details: <http://eceprojects.uwaterloo.ca/symposium.html>

**American Society for Quality**  
6:30 p.m. Kitchener chapter meeting at the Kitchener Holiday Inn. Topic: Emerging Tests in the North American Marketplace (automotive, electronics, environmental and military). Speaker: Richard Isaacs, Sci-Lab Materials Testing Inc. For more information, visit: [www.asqkitchener.org](http://www.asqkitchener.org)

**Innovation Through Design**  
5:30 p.m. in the Wilfrid Laurier University senate and board chamber. Schlegel Centre speaker series. Speaker: Alexander Manu of the Beal Institute for Strategic Creativity, author of *The Imagination Challenge*.

TOMORROW

**Greater KW Chamber networking breakfast**  
7:30 - 9 a.m. at the Delta Kitchener Waterloo Hotel. Speaker: Shirley Licht, Marketing Magic. Topic: Selling the Invisible: Overcoming Service Marketing Challenges. Cost: \$35 (members less). To register: Alexis Conrad at 519-749-6045 or [aconrad@greaterkwchamber.com](mailto:aconrad@greaterkwchamber.com)

**Income Tax and Small Business**  
6:30 p.m. seminar in the Waterloo Region Small Business Centre at Kitchener City Hall. Speaker: Terry Delion, Canada Revenue Agency. Cost: \$25. Register at 519-741-2986.

FRIDAY, JAN. 25

**Centre for Family Business**  
7 - 10 a.m. breakfast seminar at the Waterloo Inn. Speaker: Tim Jackson, Tech Capital Partners Inc. Topic: An Entrepreneur's Journey: Passion, Innovation and Community. Cost: \$120 (members less). Plus: the featured family business: Waterloo Manufacturing Co. Ltd. For details and to register, visit [www.cffb.ca](http://www.cffb.ca) or phone 519-749-1441.

MONDAY, JAN. 28

**Business and Professional Women's Club of Cambridge**  
5:45 p.m. dinner meeting. Speaker: Maurie Sheppard, Waterloo regional police. Topic: Women's Safety. Cost: \$35 (members less). To register, call Mary at 519-623-0929.

TUESDAY, JAN. 29

**Business Breakfast Group**  
7 a.m. at Dearborn Restaurant. Speaker: Alex Constandse, Westmount Printing. Guests welcome. For details: John Wilton at 519-888-7110.

**Greater KW Chamber luncheon**  
11:30 a.m. - 1 p.m. at Delta Kitchener Waterloo Hotel. Speaker: Matt Torigan, Waterloo Region Police Service chief. Cost: \$50 (members less). To register: Alexis at 519-749-6045.

**Cashflow spreadsheets**  
1 - 3 p.m. seminar in the Waterloo Region Small Business Centre at Kitchener City Hall. Cost: \$25. For details and to register, call 519-741-2986.

NETWORKING

**CLASSIC BEAUTY STUDIO & SPA**  
Classic Beauty Studio & Spa (519-744-7700) has opened at 866 Frederick St., Kitchener, near Victoria Street.

It is owned by husband and wife, Stefan and Simona Russo. Their goal, Stefan says, is to offer "high quality beauty services at affordable prices."

The Russos moved to Canada from Romania 10 years ago. Simona will manage day-to-day operations at Classic Beauty. She's a hairstylist who has worked in the industry for 20 years, 10 in Romania and 10 in Canada.

Classic Beauty ([www.classicbeautystudioandspa.ca](http://www.classicbeautystudioandspa.ca)) offers hairstyling, esthetic, massage and tanning services Thursday to Saturday.

DIY YOU KNOW?

• **Lexington Rd. Animal Hospital** ([www.lexingtonvets.ca](http://www.lexingtonvets.ca)) has expanded, doubling its space at 135 Lexington Ct., Waterloo. Following renovations by Mellou-Blamey, it offers ultrasonography services, an isolation ward, a dental suite and a spacious reception area.

At an open house this Saturday, from 2 to 4 p.m., children can dress up as a surgeon or technician, examine slides under a microscope and make a "diagnosis" by looking at X-rays. Visitors considering a career in the

WEDNESDAY, JAN. 30

**Doing Business with Government**  
9:30 a.m. - noon at 4900 Yonge St., Toronto. Federal government seminar on how to sell products or services to the government. Seminars also offered Feb. 13 and Feb. 27. To register: 1-800-668-5378.

**K-W Software Quality Association**  
Luncheon meeting at the University of Waterloo. For details: [www.kwsqa.org](http://www.kwsqa.org)

**Salute to Women in Business**  
11 a.m. - 2 p.m. Cambridge Chamber of Commerce event at Cambridge Holiday Inn. Theme: Do You Play Russian Roulette? Speaker: Linda Ockwell-Jenner, author of *A Life Like Mine*. Cost: \$70 (members less). Register at [www.cambridgechamber.com](http://www.cambridgechamber.com) or 519-622-2221, ext. 2229.

THURSDAY, JAN. 31

**K-W Business Women in Networking**  
11:45 a.m. luncheon at the Transylvania Club, Kitchener. Speaker: Tricia Siemens of Words Worth Books. Topic: Competing with Chain Stores. Guests welcome. Cost: \$20. To register: 519-746-9946 or [rich\\_interiors@rogers.com](mailto:rich_interiors@rogers.com)

**Infusion Angels Innovation Centre**  
4:30 - 7 p.m. at UW Federation Hall. Hear Canada's innovation leaders: Phil Sorgen, president of Microsoft Canada; Gregory Brill, CEO of Infusion Development, Mark Ralph, vice-president at Microsoft Canada and Alim Somani, president of Infusion Development. Please RSVP to: [kspiess@infusionangels.com](mailto:kspiess@infusionangels.com)

WEDNESDAY, FEB. 6

**Building a Dream Team**  
5:30 p.m. Schlegel Centre Innovation and Entrepreneurship speaker series in the Wilfrid Laurier University senate and board chamber. Speakers: Kathy Bardwick, president and CEO of The Cooperators Group Ltd. and Viven Fong, senior vice-president of The Cooperators Group Ltd. Free. For more information, call 519-884-0710, ext. 3153.

**Starting a Business**  
6:30 p.m. seminar in the Waterloo Region Small Business Centre at Kitchener City Hall. Learn what it takes to start a business. Cost: \$25. Please register at 519-741-2986.

THURSDAY, FEB. 7

**Creating a Positive Image**  
1 - 3 p.m. seminar in the Waterloo Region Small Business Centre seminar at Kitchener City Hall. Present your business so potential clients choose it to work with. Cost: \$25. Call 519-741-2986 to register.

**Free and Open Source Software for Business**  
6:30 p.m. seminar in the Waterloo Region Small Business Centre at Kitchener City Hall. Learn about the most popular open source software for image editing, office productivity and more. The seminar will teach you about the different open source software applications available, including Firefox, Thunderbird, Linux, GIMP, MySQL, and the Open Office Suite which includes programs free to download and use. Cost: \$25. Call 519-741-2986 to register.

field can speak to the vets and technicians about their jobs. The business is owned by **Dr. Kelly-Leigh Thomas**.

• **Active Healthcare Centre** (519-746-6508), a natural health care centre that opened in 1992, has moved from Columbia Street West to 425 Albert St., Waterloo. It has also added aromatherapy and reflexology services.

• **Vince and Angie Deleo**, owners of **Le Salon** (519-748-5532) hairstyling at Fairview Park mall in Kitchener, have been nominated for a 2008 Global Salon Business Award — Salon Entrepreneur of the Year Award. Winners will be named June 7-9 in Hollywood, Calif.

• **EarthScape Ontario**, an Elmira landscaping firm, has won a **Landscape Ontario Horticultural Trades Association** design award for work done on a private residential property of more than 5,000 square feet. The company was recognized at the association's recent trade show in Toronto. EarthScape ([www.earthscape.ca](http://www.earthscape.ca)) also won top honours for its website in the landscape construction category. The site was praised for its ease of use and clean design.

• **Donna Shea networks for the Small Business section**. Send her your news by e-mail to: [dshae@therecord.com](mailto:dshae@therecord.com)

NEW VENTURES



DAVID BEBEE, RECORD STAFF

Vision Screen Print Inc. has opened in Waterloo. The owners are Nelson Ribeiro (left), Janet Allishaw and Mark Pfaff.

Electronic component printing is new Waterloo firm's specialty

**VISION SCREEN PRINT INC.**  
Owners: Janet Allishaw, Mark Pfaff and Nelson Ribeiro

**Address:** 500 Dutton Drive (rear), Waterloo, N2L 4C6  
**Phone:** 519-342-0966  
**Fax:** 519-342-0969  
**E-mail:** [sales@visionscreenprint.ca](mailto:sales@visionscreenprint.ca)  
**Web:** [www.visionscreenprint.ca](http://www.visionscreenprint.ca)  
**Business:** Silk screen printing. We specialize in electronic component printing and other substrates such as decals, vinyl window clings, corrugated (Coroplast) signs, polycarbonate (Lexan) face plates for the electronics and technical industry, Plexiglas, banners, CDs and DVDs, magnets, election signs and more.

**Employees:** 2  
**Opening date:** September 2007

REAL SPACE MOVING SOLUTIONS (SENIOR MOVE MANAGEMENT)

**Owner:** Ellen Bates  
**Address:** 25 Yellow Birch Dr., Kitchener, N2N 2M1  
**Phone:** 519-721-4446  
**Fax:** 519-579-8121

**Web:** [www.realspacemoving.com](http://www.realspacemoving.com)  
**Business:** Dedicated to reducing the stress associated with moving out of your home of many years. Handling the physical tasks and providing emotional support. Everything from paring down your belongings, getting your house ready for sale to ensuring you are settled in your new home. German and French spoken.  
**Employees:** 1  
**Opening date:** October 2007

TRACK-IT

**Owners:** Kevin Mikolash, Jeff Davies and Christine Usher  
**Address:** 55 King St. W., Kitchener, N2G 4W1  
**Phone:** 519-501-2412

**E-mail:** [kmikolash@track-itcanada.com](mailto:kmikolash@track-itcanada.com)  
**Web:** [www.track-itcanada.com](http://www.track-itcanada.com)  
**Business:** Property protection through documentation. When property is lost due to fire or theft, it can be difficult to recall items for insurance claim purposes. TRACK-IT will create a comprehensive portfolio (hard copy, CD of digital images and DVD video) of your property for safekeeping at home and/or in an off-site location.  
**Employees:** 2  
**Opening date:** January 2008

LNS AESTHETICS

**Owner:** Lisa Stamper  
**Address:** Glenbriar Office Center 279 Weber St. N., Suite 112, Waterloo, N2J 3X2  
**Phone:** 519-772-4091  
**Fax:** 519-747-8150

**E-mail:** [lisastamper@hotmail.com](mailto:lisastamper@hotmail.com)  
**Web:** [www.lnsaesthetics.com](http://www.lnsaesthetics.com)  
**Business:** Lisa is an experienced professional esthetician. She has been in the beauty industry for more than 10 years and is a qualified Brazilian waxing specialist. She also offers a wide variety of esthetic services and uses high quality products.

You can view a full service list at [Insaesthetics.com](http://Insaesthetics.com)  
**Employees:** 2  
**Opening date:** September 2007

NEW VENTURES

Have you started a business in the last four months? To have it listed in the New Ventures column, send us the following information: Business name, name of owner(s), address,

phone number, fax, e-mail address, website, number of employees and the month you started. Write 25 to 30 words to describe your product or service. There is no charge. It will take 2 - 4 weeks for publication. Send information to New Ventures, c/o The Record, 160 King St. E., Kitchener, N2G 4E5. Or send by fax to 519-894-3829 or write by e-mail to [business@therecord.com](mailto:business@therecord.com)

COMMERCIAL SALES/LEASE

**LOTS FOR SALE**  
10 - 20 ft. freehold towns. \$800,000. To be serviced. EXCL.  
**John Markou**  
Sales Representative  
**J. J. Barnicke Whitney, Ltd., Brokerage.**  
519-746-6300 ext. 242  
[john.markou@jwb.com](mailto:john.markou@jwb.com)

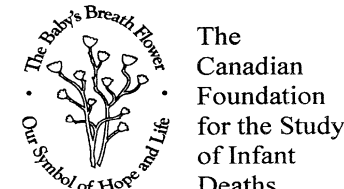
**\$1,590,000**  
30,000 sq. ft.  
ample hydro  
22 ft. ceilings  
office space  
**INDUSTRIAL BUILDING**  
Also for lease. Benjamins Realty Inc. Brokerage.  
**519-575-9092**

**OFFICE SUITES**  
Various sizes and opportunities available.  
**Call Setman Ltd.,**  
519-745-3137

**DEER RIDGE CENTRE**  
NEW OFFICE AND RETAIL LEASING  
4293 King St. Kitchener  
Units from 1400 up to 15,000 sq. ft.  
**PRIMUS REALTY LTD.**  
Brokerage MLS  
**519-885-1501**

Sudden Infant Death Syndrome

Reduce the risk.  
For your free copy of the Sweet Dreams, Reduce the Risk pamphlet call the SIDS Foundation at **1-800-END-SIDS.**



Junior Achievement

You are invited to an inspiring business luncheon  
**6th Annual Enterprising Affair**  
"Celebrating Business Excellence in Cambridge"

**Hear about:**  
• The commitment of Mike Lees to our community  
• Environmental breakthroughs for energy supply  
• Future of Nuclear and Fossil Power  
• The impact of Babcock & Wilcox on the development of labour & education in Cambridge



**Date:** February 22, 2008  
**Location:** Holiday Inn, Cambridge  
**Time:** 11:45 a.m. - 1:30 p.m.  
**Cost:** \$35  
**RSVP:** February 12, 2008  
**Phone:** 519-576-6610  
**Email:** [admin@jwaterlooregion.org](mailto:admin@jwaterlooregion.org)

**What is Junior Achievement?**  
Junior Achievement is an international non-profit organization providing business education and stay-in-school programs in 2,000 Canadian communities.

More than 4,500 students participated in Junior Achievement business programs in the 2006-2007 school year. This year, our goal is to continue to grow business spirit in Cambridge through our 10 (grades 3 to 12) hands-on programs.

**Elementary**  
Linking the classroom to the business world  
Our Community (grade 3)  
Our Country (grade 4)  
Our Business World (grade 5)  
A Business of Our Own (grade 6)

**Middle School**  
Building confidence, self-esteem and self-discipline  
Dollars with Sense (grade 7)  
The Economics of Staying in School (ESIS) (grades 7 & 8)

**Secondary School**  
Preparing students for the workplace  
Banks in Action (grades 9 & 10)  
JA Titan (grades 9-12)  
Student Venture (grades 11 & 12)  
The Company Program (grades 9-12)

**Thanks to our sponsors:**  
**COM DEV** **PINNACLE CONSULTANTS INC.** **CORE MUTUAL INSURANCE COMPANY**

This message brought to you by: THE RECORD

**ATTENTION TRI-CITY MANUFACTURERS**

The Loonie is at an all-time high.  
What's at stake? Profitability or Survival?  
International manufacturer looking for current high volume, low margin challenges and possible JV manufacturing partnerships.  
If interested fax us at 519-836-0031 with your company name and contact information.

To my distinguished Clients, past, present and future!

This is to notify you, that my company "Kitchen Concepts" by Martha Beckermann has nothing to do with the recent receivership of "Beckermann Kitchens"! As most of you know, our family sold the manufacturing plant and the name BeckermannKitchens to SieMatic in 1990. I did feature Beckermann Kitchens in my showroom for many years, but decided not to represent them anymore after their receivership in 2005. The company who bought Beckermann at the time did in fact establish another kitchen dealer in town. My company, **Kitchen Concepts** by Martha Beckermann features some of the most distinguished cabinetry in the country, like Downsville Kitchens, Luxor Collection and Cuisines Laurier. We are here for you with impeccable service, great designs and superb quality, as we have been for the last 25 years!

Yours sincerely, *Martha Beckermann,*  
Kitchen Concepts at 35 Sasaga Dr., (corner of Manitou Dr.) Kitchener  
Tel. 519-894-4020