



View on Business

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(Above) Hubbell staff proudly display PGL7 Award



TRANSITIONING YOUR BUSINESS IN A GREEN ECONOMY

As Hubbell Canada LP embraced the move towards a green economy, it launched the Hubbell Sustainability Initiative in 2009. It's creating a culture of sustainability and working with clients to help reduce their energy usage.

Hubbell (www.hubbell-canada.com) manufactures high quality electrical and lighting products for industrial, commercial and telecommunications markets. One of the largest lighting manufacturers in North America, its lighting solutions include LEED-certified options such as daylight harvesting technologies.

It conducts lighting audits for clients to evaluate their current lighting systems and identify ways in which they can reduce energy usage and long-term operating costs. Hubbell is also committed to reducing job site packaging waste by implementing recycling programs for defective returns and scrap.

The challenges Hubbell has faced in making the move towards becoming a greener company are similar to those experienced by many green manufacturers, it reports. The company would like to be self-sustaining in energy production and use, for instance, but the initial cost of changing to wind and solar energy makes this goal hard to reach.

"One of the largest challenges of Hubbell's commitment to becoming a greener company is the changing of our employees' roles to maintain sustainability, continue to manage their current responsibilities and continue to move our green initiatives forward," says Debbie Drozda, Director of Marketing & Sales Lighting. Another significant challenge is determining what qualifies as a green product.

Hubbell recognizes that transition takes time and is enjoying numerous successes. It has adopted many measures at its own 145,000-square-foot manufacturing and distribution facility at 870 Brock Road S. By installing motion sensors and energy efficient lighting in its manufacturing warehouse, for example, it has decreased electricity usage by 30,000 kWh/month – a 30% cost savings.

Hubbell has partnered with Durham Region's Smart Commute program, which aims to reduce traffic congestion and take action on climate change. Administrative efficiencies include electronic invoicing, electronic newsletters to customers and suppliers, and an online catalogue of products.

In an effort to share its expertise and learn from others in the community, Hubbell is a member of several local and national organizations, including Canadian Manufacturers and Exporters, the Greater Toronto Marketing Alliance, and the Ajax-Pickering Board of Trade.

Hubbell is a registered EcoBusiness with Durham Sustain Ability, a non-profit organization that links local sustainable actions to larger global issues. It partnered with the Ministry of Economic Development and Trade to benefit from PROBE (PRO-moting Business Excellence), a business sustainability benchmarking tool that helps organizations identify areas for improvement that can help them achieve their goals. It is the recipient of the City of Pickering's 2010 Sustainability Award.

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As part of its commitment to promoting an ongoing culture of environmental responsibility, Hubbell completed a Green Economy Study with the Durham Region Local Training Board. The study examines Hubbell's transition to green, and highlights successes and challenges, as well as green careers. Hubbell remains dedicated to a policy of continuous improvement through ongoing investment in new technology and environmental practice.

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INDACO CAPITALIZES ON GROWING EXPORT MARKET



After exporting south of the border for many years, Indaco Manufacturing Ltd. (www.bagtonature.com) is navigating the increasingly global marketplace and is doing business in Mexico, South America, Costa Rica and India.

“The export market represents lots of potential,” says Alison Wehrle, Vice President of Sales & Marketing. “We’re very interested in trade missions to different countries because compostables are in their infancy. Canada is very well known for its green technology so the world is receptive to our products.”

The American market is growing by leaps and bounds, says Ms. Wehrle. “As people become increasingly aware of the environment, more and more towns are banning plastic bags, opening the door to compostables, which are fairly new in the U.S.”

Indaco offers an eco-friendly solution to the traditional plastic bag and is an industry leader in the development of compostable films and extrudable ready resins. It manufactures Bag To Nature, the strongest compostable bags and liners on the market. This spring, Indaco will launch several new product lines, including Agricultural Film and Biotope Resins, The Single Pellet Solution.

The Local Business Award recipient appreciates the support of numerous organizations, including the City of Pickering’s Economic Development office. “It has been instrumental in connecting us with the appropriate contacts at regional, provincial and federal levels, and also arranged for us to be part of the Region of Durham’s Green Familiarization Tour several years ago,” says Ms. Wehrle. The Ajax-Pickering Board of Trade and its networking opportunities have also been invaluable.

Indaco also relies on Export Development Canada and its Export Check service that offers financial and credit information on American and foreign customers using an online database that covers millions of companies. The Ontario Ministry of Economic Development & Trade has connected Indaco with trade commissioners responsible for Mexico and India. A reliable, full-service broker has also been key to the manufacturer’s success.

Its Bag To Nature bags are made from a proprietary blend of biodegradable polymers and are available in a wide range of sizes. Customers include Costco Canada, Wal-Mart USA, Target USA, Do It Best USA and, beginning this spring, Kmart USA.

Indaco sponsors a wide range of community organizations and events, including Pickering Ribfest held by

the Rotary Clubs of Ajax and Pickering, Durham Sustain Ability's "We have the Power Program" a local elementary school's composting program, the City of Pickering's Sustainable Pickering Program and the new Pickering Town Centre's Urban Farmers' Market. The market will run this year, every Thursday, 2pm to 8pm, inclusive from June 23 until Thanksgiving in October.

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(Above) Picore office towers in Downtown Pickering

DTZ BARNICKE HOSTS REALTOR'S BROKER RECEPTION

More than 60 realtors from across the Greater Toronto Area, including Durham Region, attended a recent luncheon where the announcement was made regarding the outstanding leasing opportunities available in 2 office towers located in the heart of Downtown Pickering and close to a long list of amenities. The 8-storey towers, located at 1305 and 1315 Pickering Parkway, are owned by Picore Holdings Ltd. One building offers approximately 56,000 square feet – the largest block of contiguous office space in the Durham Region – and is available July 1. The second building offers approximately 9,500 square feet of office space, reports Marilyn Mekler, Broker of Client Advisory Services with DTZ Barnicke, Canada's leading commercial real estate advisors.

The upper floors of the towers offer panoramic views of Lake Ontario and one of the largest wind turbines in North America. The lobby has been recently renovated and a presentation centre created to welcome prospective tenants to Picore Centre. "The soon-to-be-available space represents an exciting opportunity for companies interested in joining the City of Pickering's EN3 (Energy, Environmental, Engineering) cluster, as well as ICT, pharmaceutical, accounting, architectural, legal and many other professional office users," says Will Gehring, Vice President of Office Leasing with DTZ Barnicke. Area amenities include a fully-enclosed pedestrian bridge currently under construction. It will span Hwy. 401 and link the Pickering GO station with Pickering Town Centre's south lands on Pickering Parkway. The downtown is also home to the Corporation of the City of Pickering and the award-winning Pickering Recreation Complex.

"As a real estate advisor and listing team member of Picore Centre I have had the opportunity to meet some outstanding individuals in the Durham Region. The people within the Mayor's office and the Economic Development office of the City of Pickering have been proactive and very giving of their time to help (our) team market the leasing opportunities at 1305/1315 Pickering Parkway, Pickering, Ontario.(they) have truly set the benchmark in offering their assistance in our collective goal in attracting corporations to the Pickering area....and are a wonderful reflection of the quality of people who live and work in the City of Pickering. Many thanks for your help and support." Will Gehring, DTZ Barnicke

To learn more about leasing opportunities, contact:
Marilyn Mekler at marilyn.mekler@dtzbarnicke.com or 905.943.4030
Will Gehring: will.gehring@dtzbarnicke.com or 905.943.4027



(Above) Picore office towers at 1305-1315 Pickering Parkway

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CONGRATULATIONS TO CIVIC AWARD RECIPIENTS

The City of Pickering is proud to congratulate the following Civic Awards recipients. The awards were presented in a ceremony held May 30, 2011 and are a welcome opportunity to recognize outstanding contributions to our community and notable achievements.

Special Citation Award

Intellimeter Canada Inc. was founded in 1991 by its president, Warren Beacom. It began as a meter distribution company and has been producing its own meters for more than a decade. In 2002 Intellimeter received full accreditation as a meter testing and sealing facility by Measurement Canada. It has participated in trade missions and events across the globe, including India, Turkey, Dubai, Abu Dhabi, Germany and the United Kingdom and is currently planning a smart grid project in India. Mr. Beacom's vision and leadership in the energy sector is well respected and cutting edge. www.intellimeter.on.ca



(Above) Warren Beacom, President, accepts Special Citation Award for Intellimeter Canada Inc.

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Sustainability Award: Hubbell Canada

Hubbell Canada is one of largest lighting manufacturers in North America.

Its lighting solutions include LEED-certified options such as daylight harvesting technologies. Through lighting audits, it helps clients identify ways to reduce energy usage and operating costs. A registered EcoBusiness with Durham Sustain Ability, Hubbell completed a Green Economy Study with the Durham Region Local Training Board that examines its transition to green while also highlighting green careers.

www.hubbell-canada.com



(Above) Brad Smith, Facility Manager accepts Sustainability Award for Hubbell Canada LP

Economic Development Award: Howard Marten Company Ltd.

Since it was established in 1950, Howard Marten Company Ltd. has become a global leader in the design, fabrication and assembly of circulating oil lubrication systems. Through its manufacturing division, Howard Marten designs and builds circulating oil lubrication units and cooling water systems that are exported around the world. Through Fluid Technologies Inc., it serves the automotive, power generation, primary and secondary metal, construction and mining markets from 8 offices located across the country.

www.howardmarten.com



(Above) Bill McKay, President accepts Economic Development Award for Howard Marten Company Ltd.

Local Business Award: Indaco Manufacturing Limited

Indaco Manufacturing Ltd. offers an eco-friendly solution to the traditional plastic bag, and is an industry leader in the development of compostable films and pellet products. Its Bag To Nature bags and liners are sold across North America. This spring, Indaco will launch several new product lines with large target markets that include California and Mexico. Among other things, it sponsors Pickering Ribfest, Durham Sustain Ability's "We Have the Power Program" and the Sustainable Pickering program. www.indaco.ca



(Above) Alison Wehrle, V.P. Sales & Marketing, accepts Local Business Award for Indaco Manufacturing Limited

Local Business Award: Mandarin Restaurant.

For the past 3 years, Mandarin Restaurant has hosted and underwritten the Terry Fox Run Kickoff, an event that draws 75 guests, including local dignitaries, business leaders, members of the media and volunteers. Many restaurant staff also takes part in the Terry Fox Run, contributing to the financial success of the event which in turn supports its goal of realizing Terry's dream of one day making cancer history.

www.mandarinbuffet.com



(Above) Johnny Lee, Manager, accepts Local Business Award for Mandarin Restaurant

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DEVELOPMENT UPDATES

Numerous construction projects are underway in the City of Pickering, where a member of the City's EN3 (Energy, Environmental & Engineering) cluster is undertaking a significant addition.



(Above) Construction of landing on south side of pedestrian bridge

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(Above) First LEED certified GO Transit Terminal in Ontario

Howard Marten Company Ltd.: A global leader in the design, fabrication and assembly of circulating oil lubrication systems, Howard Marten has moved forward with its addition at 875 Dillingham Rd. The 15,000-square-foot addition represents a 30% increase in manufacturing space. The addition is now fully roofed and clad, with final finishes being added to prepare for occupancy. www.howardmarten.com



(Above) Howard Marten now putting finishing touches on new addition

VIVA Retirement: Construction continues on this retirement community at 1880 Glenview Rd. The \$30-million project will be home to 135 retirement units, including 104 independent living suites with kitchenette and 31 assisted-living suites. www.vivalife.ca



(Above) Steel and concrete block rise above hoarding at new VIVA facility

Patene Contracting: A supplier of interior and exterior building products to contractors and homebuilders in southwestern Ontario, Patene Contracting is retrofitting its facility at 1920 Silicone Rd. This location will allow it to better serve the area bounded by the eastern Greater Toronto Area to Peterborough. www.patene.com



(Above) Patene's newest facility at 1920 Silicone Drive, Pickering

H. Paulin & Co., Limited: This company has relocated from Granite Court to 1055 Squires Beach Rd., where it will share a 192,000-square-foot facility with Wardrop Engineering. H. Paulin is a leading distributor and manufacturer of fasteners, fluid system products, automotive parts and screw machine components. www.hpaulin.com



(Above) H.Paulin expands into 1055 Squires Beach Road

San Francisco by the Bay: The next phase of this Chestnuthill Homes development continues with construction of a 16-storey condominium tower that will be home to 237 residential units. Located on Frenchman's Bay, the development will feature 2 high-rise towers connected by a retail-commercial complex. www.sanfranciscobythebay.com



(Above) 16 Storey condominium apartment at 1235 Bayly Street

Retail Plaza: Construction continues on 3 retail/commercial facilities at the retail plaza at 790 Kingston Rd. Construction totals 28,000 square feet and early tenants will include Mary Brown's, Eggsmart, Crabby Joes Tap & Grill and a daycare facility.



(Above) Hays Line commercial/retail development at 790 Kingston Road

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AJAX-PICKERING BOARD OF TRADE NEWS

Your Ajax-Pickering Board of Trade (APBOT) continues to provide quality educational opportunities for you and your staff. Next Generation of Manufacturers - How to Access Foreign Markets took place on April 20 at the Hilton Garden Inn. Manufacturers were afforded the opportunity to connect with their manufacturing peers and share their export market best practices, challenges and successes.



The event was lead by a panel of Pickering business leaders whose companies have found success in the export market. Warren Beacom – Intellimeter Canada Inc., Alison Wehrle - Indaco Manufacturing Limited, and Mike Dejak - Eco-Tec Inc. each provided valuable insight into the export market.

Also on hand was a great cross section of export market specialists including reps from the Department of Foreign Affairs & International Trade (DFAIT), Ministry of Economic Development & Trade, the Business Development Bank of Canada, HSBC Bank of Canada and export tax specialists Hobb & Company, Chartered Accountants & Tax Specialists.

Keep your eye on the APBOT website at www.apboardoftrade.com for news on the next Manufacturers Event, to take place this fall.

You'll also want to check out the APBOT website for more information on two exciting new awards to be presented this fall at the Business Excellence Awards. Look to see if you'll be nominating someone for 'Emerging Entrepreneur' or 'Global Business Excellence'. Maybe the nominee should be you!

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(Above) APBOT Mfg Event: From left to right, Presenters Warren Beacom of Intellimeter Canada Limited, Alison Wehrle of Indaco Manufacturing Limited, Mike Dejak of Eco-Tec Limited and moderator, Bob Weese of B2B Sales Connections Inc.

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BUSINESSES SHOW COMMUNITY LEADERSHIP

Purdue Pharma Canada's generous donation to Rouge Valley Health System's Vital Links Campaign was celebrated at the grand opening of the Rouge Valley Health Ajax-Pickering hospital's Ambulatory Care Unit (ACU) on March 21.



One of the country's leading pharmaceutical companies, Purdue Pharma (www.purduepharma.com) contributed \$300,000 to the Rouge Valley Health System Foundation's campaign and is credited with setting the pace and inspiring other organizations to follow suit.

The ACU features outpatient clinic visits, a new fracture clinic and outpatient procedures, as well as medical day care and pre-admit visits. These high-traffic clinics include pain management, minor surgical procedures, pre-admission visits and day medical services such as radiation assessment.

The space consolidates the many outpatient clinics Rouge Valley operates and allows the hospital to include an even wider range of new services, including ophthalmology and urology.

Meanwhile, an academic award created in memory of The Lenbrook Group (www.lenbrook.com) founder David S. Simmonds celebrates his entrepreneurial spirit. The David S. Simmonds Entrepreneurship Award was established at the University of Ontario Institute of Technology (www.uoit.ca) through a donation from Lenbrook.



The award will recognize the Faculty of Business and Information Technology's winning Capstone program student team each year with a \$5,000 grant. The program focuses on solving business problems through no-cost consulting.

Mr. Simmonds spent more than 50 years in the electronics, telecommunications and consumer electronics industry, specializing in marketing, management and business before his death from cancer in 2002 in his 73rd year.

He began his career in 1946 working at his father's company A.C. Simmonds and Sons. In 1978 he founded Lenbrook Corp. along with several partners. In 2009, Simmonds was inducted posthumously into the Canadian Telecom Hall of Fame in Ottawa, along with his 3 sons. His success in business is attributed to his ability to keep pace with the rapid changes in the various industries he was involved in and his ability to anticipate and capitalize on emerging markets.

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TD GREEN STREETS BENEFITS PICKERING

As the City of Pickering celebrates its bicentennial, it's about to get even greener. As one of 23 recipients of the 2011 TD Green Streets program, it will create an arboretum that will contain 26 different species of native deciduous and coniferous trees and shrubs.

The arboretum will be located at Finch Avenue and Rosebank Road, and is expected to be planted with the help of local students in mid-September. "It will be a wonderful learning tool for students and residents," says Arnold Mostert, the City of Pickering's Coordinator of Landscape and Parks Development. "It will feature native species, which tend to be hardier and more resilient than many ornamental species."

Each of the species will be labeled and a sign will include information about each, with additional information posted online. Schools will be encouraged to use the space for scientific studies, allowing students to learn about such trees as red maple and white birch and native shrubs such as winterberry. The arboretum can also be used by homeowners to get ideas on the types of trees and shrubs they'd like to plant on their own properties.

TD Green Streets is the flagship program of Tree Canada. Grants were open to municipalities, business improvement areas and First Nations communities across Canada. The City prepared its grant application with help from the Altona Forest Stewardship Committee and captured the attention because of its active involvement in local schools and community organizations in the planting and ongoing care of trees.

TD Green Streets is one of many initiatives supported by the TD Friends of the Environment Foundation, a national non-profit organization that funds grassroots projects whose goals are to preserve and protect the environment. Since 1990, it has provided more than \$54 million in funding to over 19,500 environmental projects in communities across the country.

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(Above) Tanya Ryce of the City of Pickering engages businesses at a recent networking event hosted by Makimono on Liverpool Road

PICKERING BLOOMS

From adopting a park to planting trees and taking part in the City of Pickering's Garden Showcase & Mentoring Program, members of our business community are helping to beautify our community through Pickering Blooms while also reaping the many rewards of landscaping.



Launched in 2009, Pickering Blooms is a community beautification program that invites community residents, businesses, schools, community groups and organizations to take part in programs designed to showcase and celebrate civic pride throughout our community.

The benefits of exterior landscaping and beautifying your business are numerous. "People are more likely to patronize a well-maintained business because they expect that care and pride will extend to service and products," says Tanya Ryce of the City of Pickering's Culture & Recreation Division.

According to studies, businesses that invest in their curb appeal can realize an exponential return over years on their initial investment. The longer landscaping is in place, the greater its value to your business. A tree that's worth \$100 when planted, for example, will be worth \$500 to \$600 in 5 years.

"A well-maintained business also demonstrates pride in their community," says Ms. Ryce. If done correctly, landscaping has also proven to be a deterrent for vandalism. It's surprising how many organizations miss out on the opportunity to create a great first impression, which is as easy and affordable as a hanging basket or window box. Other suggestions:

- Drought-resistant and perennial plantings to reduce the amount of investment required while also reducing weeds
- Beautifully-manicured lawns
- Outdoor amenity areas for staff and/or patron use
- Sleek and sophisticated plantings to draw people to the entrance to your building to convey that all are welcome
- Incorporating certain colours in your landscape for positive effect. For example, red flowers will produce an appetite while yellow flowers make people slow down, stop and look
- A designer roof or courtyard garden for colleagues and guests to enjoy

Businesses that sponsor or take part in a Pickering Blooms initiative receive a window decal that recognizes their support. Garden Showcase & Mentoring Program participants will receive a sign to post in their garden. All sponsors and participants are recognized on the City of Pickering website and can post a Pickering Blooms icon on their own website.

To learn more about how to participate in Pickering Blooms, including ideas on how to beautify your

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business property, visit www.cityofpickering.com/pickeringblooms.

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SPOTLIGHT ON BUSINESS: JEMM TRUCK & TRAILER



Location and diversification have been keys to the success of JEMM Truck & Trailer, a Pickering business that has grown from a one-man mobile service to a company that employs 14 and serves a niche market.

President and owner Marc Boissonneault is a licensed mechanic who began a mobile repair service in 1992, shortly after being laid off from his first job. "I specialize in repairing car haulers and was doing most of my work on the highway and in clients' yards," he says.

Mr. Boissonneault began leasing a facility on Orangebrook Crescent in the City of Pickering in 2000. When a specialized facility at 1555 Sandy Beach Rd. hit the market, he jumped at the opportunity it presented and relocated early last year. It features 3 mechanical bays, 2 welding bays and a drive-through wash bay.

The new location has been crucial to the continued success of JEMM (www.jemmtruckandtrailer.com). "We've attracted lots of new business because of our visibility from Hwy. 401 and continue to diversify," says Mr. Boissonneault.

JEMM works on a wide variety of heavy-duty trucks in addition to car haulers, including buses. Its clients come from as far away as Concord and Caledonia, with many pulling in off the highway for service. As part of its commitment to meeting the unique needs of the industry it serves, JEMM is open Monday through Friday from 6am to midnight and Saturdays from 7am to 3pm.

The Business Development Bank of Canada (BDC) has been a valued partner, providing long-term funding that helped JEMM transition from leasing its previous facility to purchasing its current location. In addition to providing valuable business advice and consulting services, BDC helped JEMM successfully apply for the Scientific Research & Experimental Development (SR&ED) program.

"We do a lot of fabricating and modify equipment. The SR&ED program helps us recoup some of the losses we've incurred as we diversify. It's a great program," says Mr. Boissonneault. "Quality service, honesty and communication with customers are also driving forces behind our success."

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BUSINESS OPENINGS & EXPANSIONS

GoodLife Fitness opened their newest location at 1792 Liverpool Road in Pickering. Members of Council congratulated and welcomed the fitness facility to Pickering. On hand for the Ribbon Cutting Ceremony was CEO & Founder of GoodLife Fitness David Patchell-Evans and Jason Sheridan Vice-President of GoodLife Fitness. As Canada's largest fitness organization, the club has rapidly expanded its network across the country. For information on services offered at the Liverpool Road centre, email staff at pickeringliverpool@goodlifefitness.com or call 905.839.9635.



(Above) GoodLife Fitness at 1792 Liverpool Road

Future Shop Manager, Fish Chen welcomed a long line of new customers as they opened the doors of their brand new store at 1106 Kingston Road, next to the Home Depot. Future Shop is committed to supporting non-profits and marked the occasion with a donation of \$2,500 to the Durham branch of the United Way.



(Above) Future Shop, Pickering at 1105a Kingston Road

The Munir on Duffins Creek broke ground at 2055 Brock Road this spring. Phase 1 is approved for 31,900 square feet of commercial space, including 13 live/work units where you can live and operate your business. The second phase of this development is considering a four storey apartment building and three blocks of townhouses, designed for the urban dweller keen to be close to Pickering's wide range of amenities. For more information contact Arvinder Dhaliwal at CENTUM Signature Mortgage Inc., telephone 416.288.0800.



(Above) Breaking ground on live/work units at 2055 Brock Road

Samosa Empire owner Rizwan Bhaloo hosted the Grand Opening of at 1211 Kingston Rd in Pickering. Rizwan and his family welcomed the Mayor and members of Council as well as representatives from the Ajax – Pickering Board of Trade, and the Region of Durham Tourism Department. The staff at Samosa Empire are encouraging everyone to come visit their new location and try the finest of ethnic food products. A full list of menu items can be found on their website www.samosaempire.com



(Above) Samosa Empire now open at 1101 Kingston Road

Mills Psychology has opened their new head office at 953 Dillingham Road and intends to make Pickering its permanent home. This location is only one of ten Mills Psychology facilities, offering the services of 30 mental health professionals. They have served the Region of Durham and the GTA for the past 10 years. The new headquarter offices chose Mental Health Awareness week to mark the auspicious occasion. Mills offers consultation, assessment, therapy and treatment to people of all ages and have consultative programs designed for businesses. For more information contact Dr. Jon Mills at 905.686.7184 or go to their website at www.MillsPsychology.ca .



(Above) Mills Psychology opens at 905 Dillingham Road

The Simple Alternative is a member of the Mount Pleasant Group of cemeteries and has long served the Pickering community and Durham Region. The Pickering location is one of three in this group and recently celebrated a Grand Re-Opening to showcase their renovations, completed in early 2011. The entire Pickering facility is now brighter, warmer and more welcoming and offers new amenities including an inviting dining area in which clients can gather friends and family. For more information and images of their renovation, visit The Simple Alternative website at www.mountpleasantgroup.com/pre-planning/funeral/fh/p.



(Above) The Simple Alternative newly renovated at 1057 Brock Road

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