



ECONOMIC DEVELOPMENT

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DEVELOPMENT UPDATE

SUMMER 2007

Highlighting Growth & Development in
the City of Brantford & the County of Brant

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MAIDSTONE BAKERIES Strong Sales Prompt Expansion

Maidstone Bakeries, a world-class food and confection producer is growing again. The Tim Hortons supplier is expanding their par-bake manufacturing facility at 115 Sinclair Blvd. by 70,000 square feet to meet the demands of the popular coffee and doughnut chain.

Maidstone manufactures and distributes all of the doughnut products for some 3,000 Tim Hortons outlets in Canada and the United States (approximately 2,700 stores in Canada and 300 stores in the U.S.). The new space provides greater production capacity for new lines and additional confectionary products for Tim Hortons.



Noel Herterich, Maidstone General Manager, said the company is investing in excess of \$30 million into this expansion. This will bring their total investment in Brantford to over \$200 million, and increases

the size of the facility to over 400,000 square feet.

General construction company The Dennis Group started the project in November 2006 and the company expects products to start rolling off the lines by Q1 2008.

Herterich estimates approximately 50-70 new positions will be created as a result of the expansion. This will bring the full company complement to approximately 350 employees.

Herterich attributes Maidstone's rapid growth to a simple but important factor - attitude. "The Maidstone family, across the board, are positive thinkers with a "can-do" attitude, Herterich said. "This is what drives the company and has made it so successful."

Maidstone Bakeries is a joint venture between IAWS Group plc of Dublin, Ireland and the TDL Group (Tim Hortons) of Oakville, Canada.

For more information, contact:
Noel Herterich
General Manager
T: 519.720.2001

“ This will bring their total investment in Brantford to over \$200 million ”

Cullen Building Products Ltd. Chooses Brantford

Scottish timber connector manufacturer Cullen Building Products Ltd. has chosen Brantford as its first manufacturing and distribution investment outside of the United Kingdom and Ireland.

Steven Street, Vice President Sales and Marketing, cites easy access to the highways, lower operating costs, service proximity and skilled workforce as deciding factors to locating in Brantford.

The 37,500 square foot Brantford facility located at 170 Savannah Oaks Drive will manufacture a wide range of galvanized timber connectors for the construction industry. The connectors are made from galvanized steel and serve to connect wood beams in residential and commercial con-

struction applications. Cullen's current product offer also includes a full Engineered Wood Products (I-joist, glulam, LVL) connector range focusing primarily on floor applications. Cullen is at this time investing in research and development, bringing innovation to roof truss and timber frame connector ranges and will also offer custom connector design service for those unique projects. Operations are presently ramping up, with products starting to ship in early July 2007.

The family owned company was founded in 1977 in Glenrothes, Scotland and currently employs 86 people at five locations in the UK, Ireland and now Brantford. The Brantford facility plans on increasing the production and office staff by the end of the year. Cullen anticipates this operation will

quickly grow to employ approximately 30 people within the next 2-3 years.

Through constant product innovation and close partnerships with industry, Cullen has certainly made the connection, fast becoming the no. 1 supplier of timber engineering connectors to the UK and Ireland markets. Its Canadian operation in Brantford plans more of the same.

For more information, contact:
Steven Street
Vice President Sales and Marketing
T: 519.751.2258
www.cullen-bp.com



Newalta Brantford Invests \$7 Million Into Expansion

Newalta, one of Canada's leading industrial waste management and environmental services companies, has begun a \$7 million, 3-phase expansion of their Brantford operations at 112 Adams Blvd. The expansion will result in the addition of approximately 16,000 square feet of space, as well as the creation of a centre of excellence for the treatment of wastewater.

Branch Manager Mike Petryschuk states the reasons for expansion are twofold; firstly, to improve operational efficiency and secondly, to increase processing capacity in order to grow the business.

Newalta focuses on recovering marketable products and recycling industrial waste, as well as the environmentally sound disposal of solid, non-hazardous materials. The main activity of the Brantford facility is the treatment of excavation waters, metals

contaminated waters, oily waters and oil emulsions.

Expansion at the site began in October 2006 with the addition of new buildings and features such as a 2,000 square foot office, 2,500 square foot laboratory and locker room and a 6,600 square foot tank farm. Two additional phases of expansion will happen within the next 2-3 years. The first involves the development of a centre of excellence for the treatment of wastewater. This will involve developing and implementing new technologies for commercial applications and experimental design to improve upon existing technology.

The second phase will see an additional 5,000 square feet of processing space, allowing the company to bulk up and treat drum quantities of other types of waste including flammables, solvents and sludges.



In 2007, Newalta Brantford introduced centrifuge technology into the processing system to spin-separate liquids and solids from all applicable wastewater streams. The result of this Newalta innovation is separate streams of high-value recovered oil, more readily dischargeable water and concentrated non-hazardous sludge.

For more information, contact:
Mike Petryschuk
Branch Manager
T: 519-756-9770

LOWE'S Building a Future in Brantford



Fortune 500 company Lowe's, the world's second largest home improvement retailer, is coming to Brantford. The company's first international expansion will see one of the very first stores in Canada open at 225 Henry Street later this year creating up to 150 jobs.

Frank Picard, Director of Real Estate for Lowe's Canada, states the company's investment into the Brantford store will exceed \$20 million. "Initially, we're looking to open 6-10 stores in and around the GTA, and we felt the Brantford trade area was the perfect fit," he said. "The market and focus studies we conducted were very favourable to building in this community and an excellent site was available."

The Brantford store will consist of 142,000 square feet of retail sales space, with an adjacent 32,000 square feet of garden center. Picard states Lowe's feels less like a warehouse by providing cleaner, wider, brighter aisles for a more pleasant shopping experience.

Lowe's caters to the entire spectrum of home improvement enthusiast – from the weekend "do-it-yourselfer" to full-time general contractors and trades people. They offer over 20 product categories and stock over 40,000 products, ranging from appliances and tools to paint, lumber and nursery/gardening products.

Lowe's started out over 60 years ago as a single small-town hardware store in North Carolina. Today, their fiscal year 2006 sales were \$46.9 billion, serving approximately 13 million customers a week at more than 1,400 home improvement stores.

For more information, contact: www.lowes.ca



Brantford - One of the Top 10 Real Estate Investment Towns in Ontario

The Real Estate Investment Network (REIN), a leading real estate education and research organization, released its report of the top ten towns in Ontario for real estate investment and Brantford has placed 5th on the list. The report states, "with its strategic location and affordable housing, Brantford is an area that should see strong growth in coming years, making it a good town for long-term real estate investment".

Liquidation World Consolidating Operations to Brantford

Liquidated consumer goods retailer Liquidation World Inc. is consolidating executive operations by relocating their corporate headquarters from Calgary to Brantford. The move, to be finalized by September 2007, is part of recent changes intended to improve the overall effectiveness of the organization.

Liquidation World opened in the City back in 2004, when they centralized eastern Ontario operations into a combined regional office, distribution facility and retail outlet in 200,000 square feet at 225 Henry Street. Since October 2005, the majority of buying and store operations functions have been managed from this location, while administrative and finance functions have been managed from offices in Calgary, Alberta.

"Our buyers and buying functions have been located in the East because it's most proximate to the sources of inventory," said Jonathan Hill, President and Chief Executive Officer. Liquidation World has been working for 18 months to group senior management in a single location, from offices across Canada and the western United States. Consolidating executive operations in Brantford, where Liquidation World has a newer building, cuts down on travel expenses and takes the company out of the extremely competitive job market in Alberta.

"We've got some important functions in two different places, and it's the right thing to do for the company to get all those things under one roof," Hill states. "Strategically, you have all your senior management now in the same building,

you have improved communication, and there are some clear cost savings."

Chief Financial Officer Andrew Searby will relocate to Brantford, as will an undetermined number of other Calgary workers. The Brantford facility presently employs approximately 99 people in total.

Liquidation World liquidates consumer merchandise through 114 retail outlets located throughout Canada and the northwest US. The Company solves asset recovery problems for the financial services industry, insurance companies, manufacturers, wholesalers and other organizations. Liquidation World opened its first retail outlet in Calgary, Alberta in 1986 and, today, with more than 2,000 employees, is one of the largest liquidators in North America.



Business Blooms at Walter's Greenhouses & Garden Centre



In 1970, Walter Blyleven opened Walter's Greenhouse on Governors Road outside of Paris as a small wholesale and retail operation. Today, the expanded business boasts a separate wholesale location, Wilsonville Greenhouses and a new 20,000-sq.-ft renovation of the retail operation at the initial site.

Diane Hutchinson, general manager and Blyleven's daughter, explains that in addition to replacement of the original buildings, the renovation allowed the environmentally friendly operation to become even greener. Now, eight 5,000-gallon storage tanks under the floor collect rainwater for plant irrigation. Hutchinson estimates rainwater fulfills 85 percent of the greenhouse's needs, and an onsite pond provides the other 15 percent. Floor drains divert excess water from indoor watering to another underground tank, and that water is used for cleaning purposes, such as washing the greenhouse floors.

The renovation features an advanced climate control system with a weather station, roof and side vents, garage doors, and 18-ft-high ceilings that provide better airflow and a cooler environment, which benefit plants as well as staff and customers. Walter's also offers services to meet changing customer needs, such as various seminars for do-it-yourselfers, planting assistance for seniors, and a potting area for people who need a space to work.

No one has built a greenhouse garden centre in the area like this, says Hutchinson, so Walter's and Brant staff worked together throughout the renovation. The Brant location, which is central to Brantford, St. George, and Paris, provides a solid customer base, Hutchinson states, since those communities are experiencing significant residential growth.

For more information, contact: Diane Hutchinson, General Manager, T: 519.752.4436 www.waltersgreenhouse.ca



GODERICH AIRCRAFT INC.'S BUSINESS SOARS

A new 5,000-sq.-ft building in Burford enabled Goderich Aircraft Inc. (GAI) to amalgamate and expand its Brantford•Brant services. GAI, which refurbishes and modifies private aircrafts, previously leased space at Brantford Airport for seat upholstery and cabinet fabrication. The move allowed GAI to add cabinetry clear-coating to its operations and have its subsidiary, Asset Management Services (AMS),

ience for shipping, and labour pool.

For 15 years, GAI has provided one-stop aircraft refurbishment of eight- to 140-passenger private jets for Canadian, US, and European clients. In addition to seat and cabinetry work, GAI's services include exterior painting, avionics repair and installation, structural repairs, and regular maintenance at its Huron Park headquarters. A recent project involved transforming a 140-passenger aircraft into a luxurious 30-person VIP aircraft.



reside at the same facility. Building in Brant was a logical choice, says Andy Orr, Vice-President of Sales, because of its reasonable taxes, access to Toronto suppliers, conven-

AMS facilitates aircraft inventory sales, allowing customers to purchase and sell aircraft parts worldwide as well as locate hard-to-find and rare items, primarily through its user-friendly website. "In 2003, GAI purchased AMS after liquidating excess parts through the company. During the modification process, we end up with spare

items, such as cabinets, tables, and seats," Orr said. "After ten years in business, we were running out of space and AMS provided an easy way to market and sell the parts. We recognized other inventories are out there, so we bought the business and expanded it to help other companies with the same problem."

For more information, contact: Andy Orr, Vice-President of Sales T: 519.228.6706 www.goderichaircraft.com

KOOLATRON RECEIVES \$2.34 MILLION ADVANCED MANUFACTURING INVESTMENT FUNDING



Koolatron Corporation has received a \$2.34 million loan from the Province of Ontario's Advanced Manufacturing Investment Strategy (AMIS) that will boost innovation and support the creation or retention of 170 jobs at the Catherine Avenue plant.

Minister of Economic Development and Trade Sandra Pupatello, together with Brant MPP Dave Levac, were both on hand at the March 2007 ceremony to make the funding announcement

Minister Pupatello said, "Ontario's long-term prosperity depends on our ability to

be innovation leaders and compete in a global, knowledge-based economy."

"This is a win for Brantford, our workers and their families," said MPP Levac. "These strategic investments are helping manufacturers transform their operations and boost competitiveness. With this investment, the company is securing 170 high value jobs for our workers - jobs that they can count on into the future."

Koolatron President Arun Kulkarni stated the investment would go into the development of new products, including a large mobile cooler and cordless mosquito trap, using energy-efficient thermoelectric power. Commercialization of these products will assist the company to grow its market share both at home and interna-

tionally. The AMIS loan of \$2.34 million supports a total investment of \$23.4 million that Koolatron is making into their operations.

AMIS was launched in December 2005 to encourage companies to invest in leading-edge technologies and processes that will increase productivity and competitiveness. The \$500-million strategy stimulates private sector investment by offering loans, which are interest-free for up to five years, covering up to 10 per cent of eligible project costs, to a maximum of \$10 million per project.

For more information, contact:
Arun Kulkarni
President
T: 519.759.1900

Notably New & Expanded Business In Brantford

FOWLER TOOLS OF CANADA INC., a wholesaler of industrial equipment and supplies, has moved their distribution centre from Kitchener to 469 Hardy Road in Brantford's Northwest Business Park. The company states the 2,700 square foot facility is more spacious and better equipped, with the warehouse accommodating increased inventory levels resulting in improved efficiencies in order processing. For more information, contact Harry Scanlan, President at 519-757-0955.

VILLA OLYMPIC, a manufacturer and distributor of barbecue products such as grill covers, accessories and Montana brand grilling gear, has opened at 469 Hardy Road, Unit #5. The 2,600 square foot facility employs 6 people. For more information contact David Westwood, Manager at 519-720-0700.

ITECH PRECISION CLEANING TECHNOLOGY & ENVIRONMENTAL SERVICES has moved from Ancaster to a 15,000 square foot facility at 73 Sinclair Blvd., in Brantford's Braneida Industrial Park. The company employs 18 people and provides emergency response services for fuel oil spills remediation and as well as electronics cleaning, reclamation and restoration services. For more information, contact Dean Gough, President at 519770-4402.

MISSISSUAGA METAL & ALLOYS INC., one of the leading suppliers and recyclers of specialty metals used in the energy sector, chemical processing and aerospace industries, is moving to Brantford from Brampton. The company has purchased a 37,000 square foot facility at 71 Middleton Street, and will be employing 20 staff when they open Q2 2007. For more information contact David Sharpe, President 905-790-0796.

Storeimage Celebrates 100th Anniversary

From its humble beginnings in Brantford, Ontario in 1907 painting gold-leaf lettering on horse-drawn carriages, Storeimage has evolved with retail and the community over the last century. Today, Storeimage has over 350 employees and 450,000 square feet of design, manufacturing and warehousing in Brantford, Hamilton and Kentucky. Storeimage partners with the world's best known retailers to enhance the retail experience.

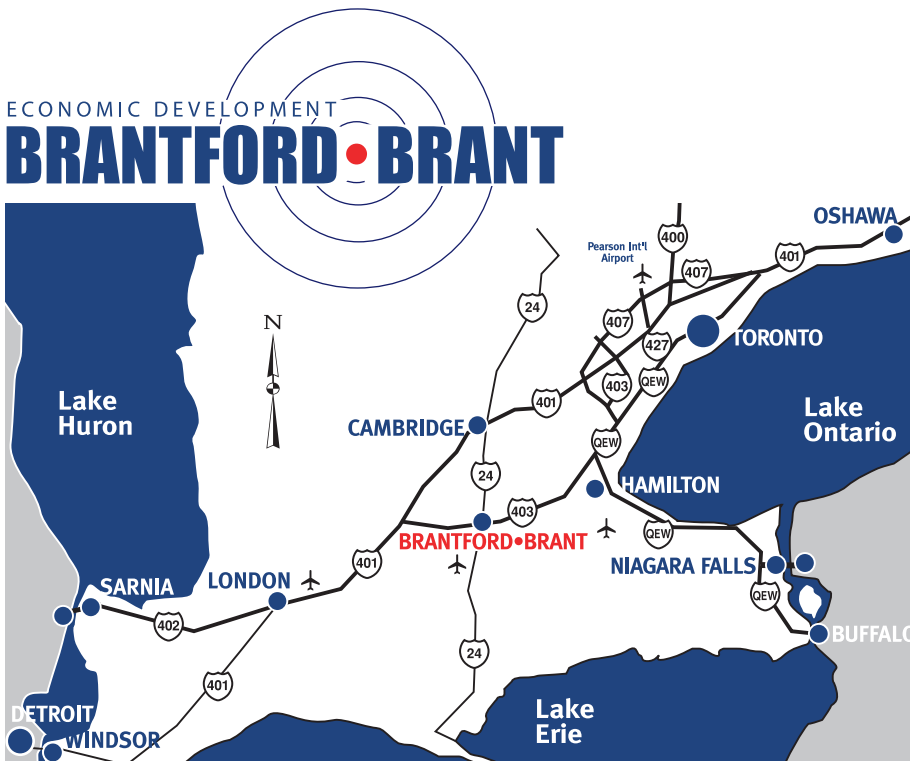
In growing up with retail in the 20th Century, Storeimage has developed five "centres of excellence" or cornerstones consisting of: design, proprietary products, single source manufacturing including wood, graphic, décor, metal and plastic manufacturing, project management, and logistics and warehousing. These cornerstones create retail space that converts shopper to buyers.

As a Canadian company, Storeimage prides itself in partnering with the community - as a supporter of community organizations and charitable activities. There are many organizations that Storeimage supports including Juvenile Diabetes Research Foundation, Multiple Sclerosis Society, Big Brothers/Little Sisters, Grand River Conservation Foundation and many more. Additionally, Storeimage supports education, offering students from Mohawk College and Conestoga College internship and employment opportunities.

"We are very proud of this achievement, our organization and our people," says Janice Locke, President and Chief Executive Officer. "Storeimage has employed three generations in Brantford. We have employees who have been with us for 40 years. We encourage community involvement in our employees and will continue to support the communities where we live and work."

Storeimage designs and manufactures retail interiors for world brand retailers including Staples, Business Depot, Shoppers Drug Mart, Mac's Convenience Stores, Katz Group Canada and many more offering their customers a single-source for design, signage and graphics, proprietary products, fixturing, décor, project management, warehousing and logistics.

For more information, contact: Monique Hager, T: 519.756.6185



BUSINESS BRIEFS

Congratulations from the City of Brantford and County of Brant to the following businesses and individuals:

1. Witteveen Meats Ltd. has gone green! The family-owned business has invested \$500,000 in new environmentally friendly equipment that will conserve energy and reduce waste as part of a pilot program in partnership with the Ontario Ministry of Agriculture's Good Manufacturing Practices program.
2. The Paris Star is on the move. The Paris Star/ Brantford Pennysaver/Smart Shopper, has moved to 3 Elm Street, Paris. The Star's former office was 59 Grand River Street North-Downtown Paris.
3. Mohawk Brantford student Sarah Pomfrey won the 2007 Italian Packaging Technology Award for her "Sustainable Packaging and Renewable Resources" research paper. With the award comes a two-week tour of Italy's packaging industry in June, hosted by the Italian Trade Commission. Sarah is one of eight North American students to receive the award this year and the only Canadian.
4. Noble Metal Processing Canada Inc. is celebrating its 10th anniversary in Brantford in 2007. The company provides laser-welded flat blanks to the North American automotive industry and will commemorate the event by holding an open house in June.



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