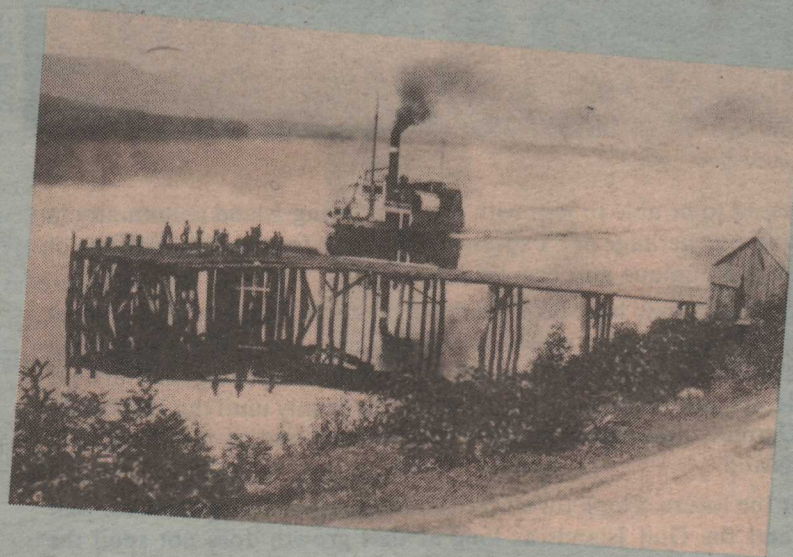
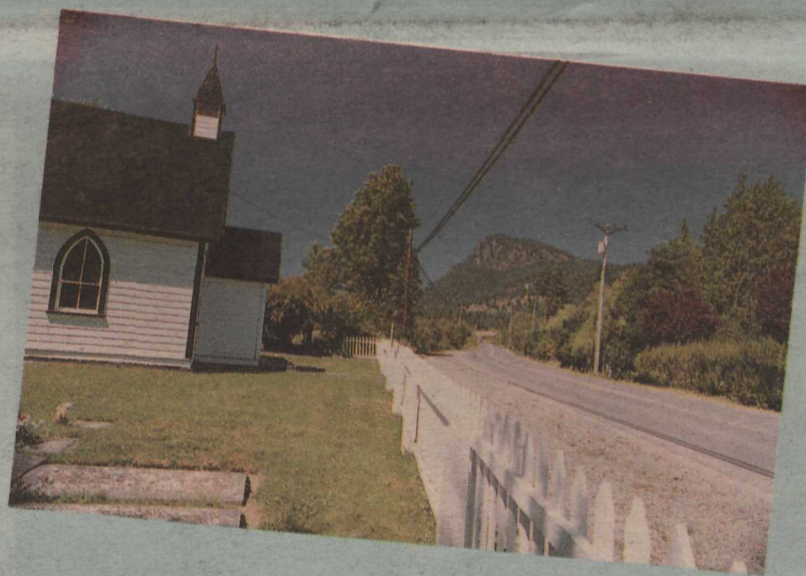


Salt Spring Island THEN and NOW

Let's celebrate our heritage



. . . and toast our future!

Economic outlook is excellent

Dealing with growth is challenge of future

By TONY RICHARDS

Development and growth were dirty words just a few years back. And so was profit. The first two spawned the third so all three could be considered evil. Large corporations made obscene profits which only benefitted a handful.

Then one day people discovered they were in the midst of a recession. The recession came slowly but the realization came quickly because that's when people found they had to pry their families from their hearths and seek opportunities elsewhere.

Today, the recession is a not-too-faint memory and the opportunities are growing once more. The British Columbia economy, despite a disturbing unemployment rate of more than nine per cent, is in high gear, depending on where you live. If you're in the Lower Mainland or on southern Vancouver Island the effects of a growing economy are highly visible.

And although it's somewhat disconcerting that there is little in the way of a solid base that is fuelling the growth, it's a refreshing change after the depressing times of the early, recessionary 80s.

On Salt Spring Island the economic climate is as strong as anywhere in British Columbia. An active real estate market, a boom in residential and commercial construction, steady growth in the tourist industry and increased interest in the island's potential as a retirement haven are leading to a new-found confidence in the future.

But the news is not all good.

Interviews with many Salt Spring Island residents, conducted in the process of preparing this special section on the island economy, have revealed some underlying

but nevertheless strong concerns about the future, particularly in the tourist sector and what its growth may bring.

At the same time there has been evidence in recent months that many residents are becoming fearful of the pressures of population growth as new construction, especially in highly visible locations, hits record dollar values.

It's easy to say that we knew it would come eventually. After all, the painful planning process of the early 70s established a magic number of between 15,000 and 18,000 people. But for many the sudden growth of the past six months has still come as a shock.

Will the numbers really stop at 18,000 or will pressure on local government be as

strong as to push the figure upwards? How will island roads, particularly in Ganges, handle the steadily increasing volume of vehicle traffic? Will the transportation links offered by B.C. Ferries be able to keep pace with demand? Will Salt Spring Island retain its rural character and charm or will it — in just a few short years — begin to look like a clone of Maple Ridge or Coquitlam?

Careful planning by a strong and responsive local government, one that is able to recognize the diverse needs and concerns of its constituents and at the same time understand the requirements of a healthy economic base, will be crucial to the future.

Growth and development regained some

respectability during the recession as islanders discovered that without a certain amount of each, they would have to look elsewhere for employment.

Today growth and development are once again falling into disrepute but for slightly different reasons, the chief one being fear of what changes they may bring.

But the bright side remains. We still live in one of the most beautiful places in the world, with a political and geographical climate that is second to none. The economic outlook is excellent and the standard of living high. Indeed, we are blessed with all the ingredients necessary for a perfect island paradise.

And it is ours to enjoy.



Ewart Gallery's Beth McDonald

Beth McDonald's gallery is now entering its eighth year

Providing customers with high quality works of art, in a friendly, comfortable atmosphere, is a part of the service which is provided daily at the Ewart Gallery of Fine Arts.

Located just minutes south of Ganges at 175 Salt Spring Way, the gallery is entering its eighth year of operation. It is located in the home of Bill and Beth McDonald. Beth owns and manages the gallery and decides the curatorial policies. Shows change monthly, featuring new works from several different nationally and internationally known artists from the Gulf Islands and Western Canada.

The view from the windows of the gallery is a breathtaking panorama of the Outer Gulf Islands and waterways between. This

lends itself perfectly to the warm atmosphere within the gallery. With wooden walls on which the works of art are tastefully displayed and several wooden display centres on which other carved works are exhibited, Ewart Gallery creates a very relaxed setting for the customer.

The works on display range from watercolours and oil paintings, to carving and sculptures all arranged to complement each other. Prospective buyers may also look at the piece in which they are interested in a quiet upstairs sitting room which allows them the privacy to make that final decision.

The gallery is open from 11 am to 4 pm daily, or at your convenience, if you call ahead first.



I am pleased to be able to join with the Salt Spring Island community in celebrating our heritage and expressing the hope for the future of one of Canada's most unique and beautiful areas.

The Crofton family have been residents of Salt Spring Island for almost 100 years. My grandfather moved to Salt Spring in the 1890's. Established a farm and later entered the hospitality business by opening the Harbour House Hotel, both businesses remained in the family until the 1960's. My father Dermott and many family members continue to reside on Salt Spring Island.

As for the future, I look forward to continuing prudent growth for Salt Spring and the Gulf Islands as long as that growth does not spoil the charm, beauty and uniqueness of this idyllic place. My personal commitment is to seek election as the Member of Parliament for the new riding of Saanich — Gulf Islands, and in this way make my contribution to conserving the heritage and promoting the future of Salt Spring and the Gulf Islands.

Best Wishes
PAT CROFTON, M.P.

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Beautiful Salt Spring Island hides many treasures ... among them a unique gallery, perched atop a hill, affording a sweeping ocean view of Active Pass and the Outer Gulf Islands. **EWART GALLERY**, with its warm, comfortable home setting, provides the perfect atmosphere for viewing an exquisite selection of Western and Gulf Island art.

Whether you are looking for an addition to your private collection or a unique gift for someone special, you are sure to find the right piece among our prestigious collection.

We extend a warm welcome to all who appreciate the beauty of fine art to visit **EWART GALLERY**.

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Show changes monthly

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537-2313

Combination of factors affecting recovery

Economy regaining strength after crash of 80s

It's taken quite a while, but Salt Spring Island's economy is finally coming back after the devastating crash of the early '80s. Real estate is buoyant, waterfront property is up 40% in the past 12-18 months, water view has gained 20% in the same time period, with the rest of the market increasing by about 12%. Both commercial and residential construction and related businesses are active, reporting an average 20% increase in volume in the past year. Tourism, while it is not record-breaking, is strong and steady as well.

There are a combination of factors affecting the economic recovery. The completed Ganges sewer project, growth in the retirement market, and a resurgence of interest in Salt Spring for people seeking recreation property contribute to the good economic climate. In addition, Expo 86 is having a residual effect. Tourists who visited then with plans to return and buy some island property are doing so now.

Arvid Chalmers, manager of the Salt Spring Island branch of Pemberton, Holmes Real Estate, explained why he feels there is the strong interest in Salt Spring. "I sold Robert Bateman some land about eight years ago. Every article about him mentions Salt Spring Island. There's an awareness about the island now that didn't exist 10 years ago. I came from Toronto 11 years ago. When I left, no one could understand why I was coming here. Now Salt Spring is the buzzword back east."

The agent manager of Gulf Islands Realty, John Woodward, agreed with Chalmers' assessment. "We do a lot of business with easterners. There's finally a perception across Canada that people can take their profits from sales there, move here

and enjoy the relative tropical climate and still have money left over."

He added that sales to off-islanders create a ripple effect in the local real estate market. "Each purchase creates a new buyer. The locals who are selling for the most part aren't leaving Salt Spring. They're relocating on the island and will themselves have to buy something else."

Chalmers believes Salt Spring has the potential to be a retirement haven for the rich. "If you look back over the demographics for the past 20 years, they show it (Salt Spring) has always been a wealthy retirement community." On the other hand, efforts are being made to provide housing for that age group in every price category.

There is no doubt that completion of the very contentious sewer project in Ganges two years ago is a crucial ingredient in the current economic expansion taking place on the island. Tom Hoover, manager of Century 21 Island Realty, explained the importance of the sewer.

"For many years, development was prevented because Ganges was on septic. The community plan didn't allow new building or renovations of existing structures without the provision of adequate toilet facilities. As early as 1974, when the community plan was ratified, several properties in the Ganges area had been zoned for multi-family development. But without the sewer, they couldn't be built. Since the sewer has gone in, all the projects that had been delayed over the years are now being built."

These very visible changes in downtown Ganges include new construction and renovation in residential and commercial

properties. The elegant Grace Point townhouse project is scheduled for completion in February, 1989; 14 out of the 21 units are already sold. Several new shopping plazas have been built and are occupied. The Ganges Village Market has moved into a site that rivals the size and variety of Victoria's newer supermarkets. Mouat's, Salt Spring's hometown department store, is expanding into newly renovated premises.

People working in construction couldn't be happier or busier. Gordon McEwan, owner and manager of Windsor Plywood, described his business as "good and steady." Sales are up about 20% since 1987 to both wholesale and retail customers. Wholesale purchases by contractors comprise 80% of Windsor's sales. This is the segment where McEwan said he has seen the strongest surge.

Rainsford Plumbing and Pumps Ltd. is also enjoying record business. The bulk of the business is in new construction and major renovations of private homes. David Rainsford, a plumber for 20 years, said he has tripled his volume since 1987. "In three months this year, I've done what I normally do in a year."

Rainsford added that he perceives a difference in what is happening now on Salt Spring compared with the last big boom. "I was very busy in the boom of '79-80. But the money seems more solid now. It's not speculative."

Peter Huser of Walter Huser and Sons Construction Ltd. stated that "business is great. We've got a year's work ahead of us and we're already busy to the end of 1989. Last fall, we had things booked three months in advance. Every year until now, we

weren't sure how much work was ahead."

Huser's company is primarily involved in building custom homes. He explained who his clientele is. "Out of the five houses we're building next year, three are for people from Ontario, one is from the U.S. and one is from Vancouver. All of them are retirement people."

Steady population growth taking place on Salt Spring, particularly in the 55-plus age range, has had a major impact. Statistics published in the Salt Spring Island Economic Development Study (1985) show a population increase of 34% since 1976.

The 1981 Statistics Canada census figures indicate that the Gulf Islands had the highest proportion of population 65 and over in B.C., 22.9% as compared to 10.7% in the rest of the province. This trend is expected to continue.

It is estimated that by 1997, the population of the Gulf Islands will grow to 12,239, a 27% increase over the 1986 figure of 9,046. However, in 1997, it is anticipated that 30.6% of the Gulf Islands population will be over 65 years old. In addition, the median age of the population will rise from 47.7 in 1986 to 48.8 in 1997. (Statistical information is taken from the Salt Spring and Outer Gulf Islands Hospital and Health Care Plan, December, 1987.)

Growth in this demographic group is a combination of long-time islanders staying put for their late retirement years, as well as newcomers moving to the island. Not so long ago, when island residents reached the age when they could no longer maintain their large homes and acreages, they would have to move off-island, since there was little in the way of retirement accommodation.

Turn to Page A4

Greetings:

We are Honoured to be a part of this special edition of the *Gulf Islands Driftwood* which celebrates Salt Spring Island "Then and Now".

As residents of this beautiful island you enjoy a unique lifestyle which is without a doubt the envy of many people.

While you celebrate the past we know Islanders also look to the future for continued economic and social growth.

We have enjoyed spending time on Salt Spring Island and partaking in community events, and we look forward to enjoying your hospitality once again.

In the meantime, do not hesitate to contact us at our Constituency Office, 2388 Beacon Avenue, if we may be of assistance to you.

Best wishes,



Dr. Terry Huberts, M.L.A.
Saanich and the Islands



Mel Couvelier, M.L.A.
Saanich and the Islands

Video Visions offers over 800 different movies to rent

Picture this: over 800 different movies to choose from. Or if music is your cup of tea, you can rent compact discs. You probably think that you would have to go to Vancouver or Victoria for such large selection, right? Wrong. You can get all this and more at Video Visions on Hereford Avenue in Ganges.

Maya Hoffman, age 24, has lived on Salt

Spring Island for all but the first 10 days of her life. She is the owner/operator of the store and has been for the last three years.

The store stocks all of the latest movies and gets several new releases every week. "Most of our movies are VCR, but we do stock some Beta movies as well," she said.

While business is moving along briskly, Maya said that she hopes to expand even

more to stock more movies than she currently carries. "We have the space so we might as well offer an even larger selection," she said.

Maya has been in the video business since she finished university. "I worked for the previous owner and when they decided to sell the business three years ago I decided to buy it and carry on," she said.

Video Visions carries movies for all different age groups. There is a large

selection of children's videos as well as a good assortment of family movies. For the more adventuresome types, she also has enough horror and suspense movies to scare the willies out of anyone. On the lighter side there are enough comedy tapes to keep you laughing until the sun comes out next spring.

Video Visions is open from 11 am to 8 pm daily.

Steady growth in economy

From Page A3

Many elderly former Salt Spring residents today live in Victoria or White Rock because there simply was no suitable housing for them on the island.

Now these elderly islanders no longer have to uproot themselves. Complexes such as Brinkworthy Place, an adult-only modular home development, Park Place, a new moderately priced townhouse development and Croftonbrook, a subsidized housing project for low-income seniors, offer the kind of housing alternatives older Salt Spring Islanders needed and wanted.

Growth in Salt Spring's retirement community is also taking place as seniors from Eastern Canada and the Lower Mainland are cashing out of the pricey real estate holdings and buying on the island. Many retirees find Salt Spring a real bargain. They enjoy strong purchasing power here compared to the inflated housing prices in their home regions.

This influx of seniors has created work opportunities for younger people, particularly in the service sector. Health care, construction and related retail businesses, such as home furnishings, gift shops, groceries, restaurants, and recreation, are sectors of the local economy that are developing rapidly. Statistics Canada 1981 census data indicate that 32.6% of the Gulf Islands labour force works

in community, business and personal industries, i.e., the service sector. This is the largest segment of the labour force, followed by construction with 15.7%.

People working in tourism, whether it be in accommodation or retail trade, report that business is good and that the high season is getting longer. Peggy Grim, owner of Ewes Three, a store specializing in local crafts, said she is busy both during the summer and for the November-December Christmas rush. Mike Blackburn, who owns and runs the Booth Bay Resort and Bay Window restaurant, confirmed the same thing: a very busy summer starting in May through to late September, and then a terrific boost during the Christmas season.

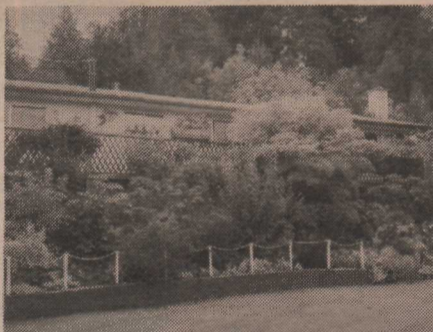
Tourist operators catering to recreational boaters also report that business is solid. Bard and Lynda Brown, who bought Ganges Marina in 1984, said they need to expand already. "During the summer, we turn boats away every night. We're becoming better known as a destination marina." Pat Corneille opened his new Fulford Marina in May, 1988. Pat Duke, Corneille's secretary, said they anticipate sell-outs every night next summer.

If current demographic trends continue and retirees keep finding their way to the "tropics of Canada," Salt Spring's real estate market and service sector should remain strong.



Maya Hoffman of Video Visions

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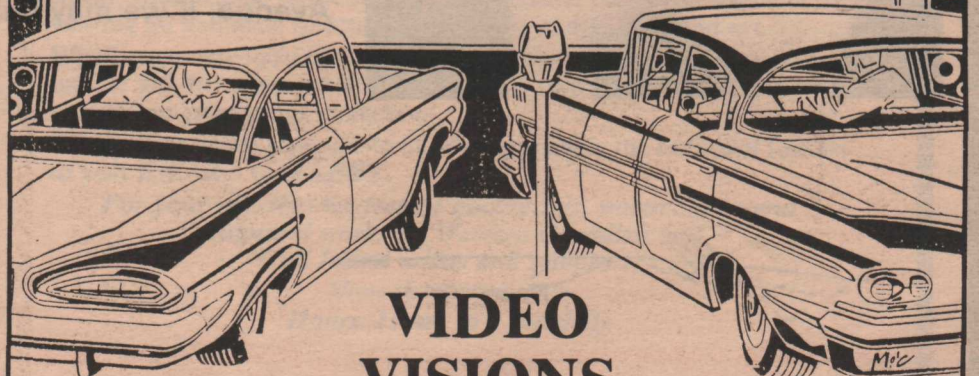
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Three Men and a Baby



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Economy hinged on agriculture, forestry

There was no industry to launch Salt Spring Island a century ago. Unlike many other small communities it boasted no resources beyond the productivity of its soil.

The island hides beneath her tree-shaded skirts some minerals, but not in workable quantities. At least, that was the conclusion of those who gave it a try many years ago. Coal has been dug and sold when a sack of coal would fetch two bits and scarce justified the labour.

Bea Hamilton wrote of early prospecting in her book, *Salt Spring Island*.

Deposits of iron, copper, gold, silver and coal have been found here, the book records. She also wrote of drilling for diamonds at the foot of Mount Bruce many years ago, and finding traces of gold.

Nearly a thousand feet above sea level a number of iron claims were recorded, the book tells us. Of a fair grade, the deposits were insufficient to merit interest.

Two prospectors from Nanaimo, by name of Scovell and Westwood, found gold in the Beaver Point area. That was in 1894. They staked claims on the Henry Ruckle property and about a ton or ore was taken out and shipped to Tacoma. Nevertheless, not even James Dunsmuir, of Vancouver Island mining fame, could make it work. E.J. Bittancourt mined coal and it was on his property that coal was dug and sold for 25¢ a bag. Despite prospecting by the Vancouver Electric Light Company, no seam of coal was found on the property of W.E. Scott, near Ganges.

These endeavours were probably the first positive moves towards a sound and solid industry on the island.

The economy of the island was destined to hinge on forests and agriculture for many years, with commercial fishing a constant source of revenue.

The earliest records show Salt Spring Island as the bread basket of the surrounding province. Fruit grown in island

orchards was marketed in Victoria and Vancouver and the regular ferry services hauled out many a load of apples and other fruits.

For many years the Salt Spring Island Creamery at the foot of Ganges Hill was a widely acclaimed source of dairy products on Vancouver Island. Salt Spring Island butter ranked in dairy circles as Salt Spring Island lamb still does in the butcher shops of British Columbia.

Cheaper growing in other areas and the problems of transportation discouraged island produce over the years and these activities slowed down. Today many of the farms which once served the outside world have been developed into homes for those mainlanders who retired to the island.

Logging was a busier pursuit on Salt Spring Island between wars than it is today. Not only did logging provide fuel and lumber for island residents, but for many years both forms of forest products were shipped off-island. It was a far cry from the time when trees were burned to clear space for the early farms.

Logging was once so much a part of the island and its economy that few pioneer families were unconnected with it. Indeed, most pioneer island families have albums still charged with pictures of uncles and forebears wielding axe and saw. And island trees were massive in those early days. Various mills were operated on the island from time to time, but one of the notable installations was that of Bulman and Allison at Cusheon Cove.

Dick Toynbee noted the collapse of the operation in his book, *Snapshots of Early Salt Spring Island*. The collapse of the largest mill on the Gulf Islands was precipitated by the collapse of its wharf, 80 years ago. Toynbee reports that over a million board feet of lumber was lost in that accident.

The mill is a significant part of the island

history for the fact that it was the largest of those island operations engaged in processing island logs before shipping them out. Many of the small cutting operators decades ago shipped out fuel for use off-island in the production of steam for power and electricity. Vast majority of lumber from the island was shipped out in rafts for

cutting in off-island mills.

It was a means of earning a dollar and every boy who grew up in a rural area of the province knew how to work in the woods before he left school.

There were farmers and there were loggers and few fortunes were made, but few starved

Turn to Page A6

Wood floors popular again

A desire to return to self-employment, accompanied with the apparent need for a flooring specialist on the island, are two factors which led Joe Clarke to open Stonegate two years ago.

Joe operates out of the Home Design Centre and carries many different designs

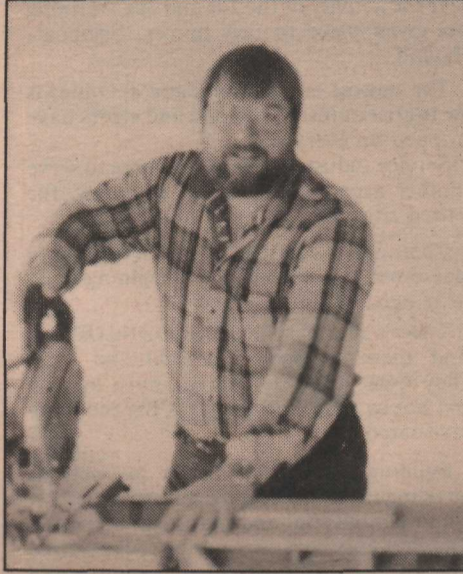
of new wood flooring that he can install. He also does repairs on existing wooden floors. Joe operates his business on the philosophy of quality above all, at a fair price. This means going that extra step to satisfy customers and Joe will do just that.

One of the unique aspects of doing that little bit extra is Joe's willingness and ability to supply his customers with virtually any type of wood floor from those of the major flooring manufacturers, to custom manufactured specialty flooring to suit the individual client's needs.

Along with carrying a large supply of wood floor samples to choose from at the Home Design Centre, Joe also sells a good selection of quality hand tools, particularly traditional Japanese tools which are known for their fine craftsmanship.

While business was slow to pick up in the beginning, Joe said things have steadily improved over the last year or so. "I think hardwood floors are coming back into fashion," he said. "They were all the rage in the 50s and then wall-to-wall carpeting came in in the 60s. Now that people have had a chance to see them both, a lot are choosing to go back to wood," he said.

If you have any questions about either replacing or repairing your existing floors, you can contact Joe Clarke by calling the Home Design Centre.



Joe Clarke of Stonegate



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Early settlers tried mineral exploration

From Page A5

either. Remainder of island business centred on the retail stores and the various service industries.

Contractors, builders and services were in demand all the time. The larger retail stores were established and the smaller businesses sailed perilously close to being out of business until the beginning of a war ended the problems of surviving a peace. The war brought a stop to many activities and businesses. The army took on new staff and there were few artisans available during those years. It was not war that brought a new era of prosperity, development and activity to the island. It was peace.

After the war the entire province forged ahead, the islands with it. Not only did the war bring an influx of veterans looking for a better home, but it brought a new factor into transportation.

The continuous thread throughout the first century of island settlement was transportation. In the very early days the majority of island settlers lived by the oar. When they had to visit Vancouver Island, they rowed across. When they exchanged social visits with other pioneers and other islands, they rowed there. It was sure, slow, laborious and hazardous.

There were launches and steamers as power took over and there was regular transportation when the Canadian Pacific steamships steamed into island ports. There were setbacks, too. The first major setback was undoubtedly the loss of the *Iroquois* off Sidney in 1911.

The prosperous island orchards had lost out to the Okanagan and traffic had fallen off in the late 20s. It was an ill wind...and the result of that depression in traffic brought into being the island's own service, Gulf Islands Ferries.

The publisher of the *Victoria Daily*

Colonist launched the *Cy Peck* into orbit. The ferry company acquired the island's own ship and put it into service between Fulford and Swartz Bay. About three decades later the company was acquired by an island consortium, headed by Gavin Mouat. They never looked back until the 1960s, when the company, with its three ships, was sold to the provincial government.

The direct result of this constant improvement in service was a boost in every aspect of the island economy. New residents built retirement homes on the island once it was no longer isolated. New faces, new businesses were here. The economy forged ahead with the increase in numbers living on the island.

Traditional forms of employment have shrunk. There is logging, but in nowhere near the activity of the 20s and 30s. Farming has given place to new homes. Fishboats abound.

The newest entry into island activities is the tourist industry. Resorts and stores have cropped up everywhere.

Service industries are everywhere to serve another aspect of the island economy, the retired citizen.

Commercial centres of the island have blossomed out beyond any imagining of 25 years ago.

There's gold in some places on this island. And there's copper and coal and iron. They're all still here. Not so much logging and not so much farming, but the economy has soared.

Building retirement homes as well as servicing them has become a large section of island commercial and industrial activities. And that only because catering to the retired couples from all parts of the country and beyond is possibly the biggest single activity

on Salt Spring Island.

Look back through the newspaper. Read of the old days and of the new. Follow the statistics of assessment rolls and school levies and you'll soon learn where the economy has gone in recent years. But you'll learn most of all by driving around the island to see new developments, new homes, new business premises and so many new faces.

Even the employments and callings have changed. The wide range of cottage industries producing jewellery and other

small crafts is a new face on Salt Spring Island.

These changes have taken place, but never forget that change doesn't quit; not ever. Change is in the air. It is every aspect of every pursuit. And as things change, the more they remain the same. History will see more changes than today's islander could imagine.

Today's children are looking to the future to bring them the same changes that once their elders eagerly sought. And it will!

Commercial work represents three-quarters of their business

Gerry Bourdin founded Lancer Contracting in 1967. He is proud to say that his company is "probably one of the top three island contractors."

Bourdin fondly remembers one of the company's first projects: building the Bank of Montreal in Ganges. "It was one of the only commercial buildings on the island at that time."

As at the Fulford Inn, Bourdin's other island venture, family members play a role in managing Lancer Contracting. Son Jay handles the plumbing and son-in-law Perry is involved with construction.

Much has changed during the 20-plus years Bourdin has worked in the construction industry. He has experienced many of the economic peaks and valleys, but is quite happy with the current situation. "There's a building boom going on in the past year, but there was a bigger boom in 1972-74."

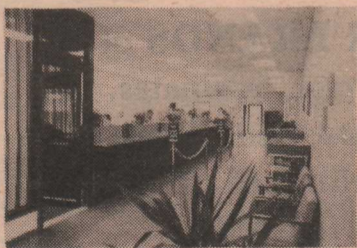
Unlike many other island construction companies, Lancer Contracting is primarily involved in commercial work. "Commercial

now makes up three-fourths of our business," Bourdin said. "We've just completed the new premises for Salt Spring Drycleaners in Ganges, as well as being the general contractor for the Park Place townhouse development."

If all goes well, Bourdin anticipates brisk activity in construction continuing for at least another year. But he added wistfully, "Booms never seem to last long."



— Serving Gulf Islanders since 1975 —



Island Savings Credit Union's former location at 109 McPhillips Avenue.

Island Savings' Salt Spring branch has grown over the years from a small office with a staff of three to a full service financial institution with almost 4500 members. Our friendly staff enjoy a special rapport with the residents of Salt Spring, and strive to provide the most efficient service possible.



The official opening of the new Salt Spring Branch — Island Savings' Chief Executive Officer, Mr. Ray Bush, and Salt Spring resident, Mr. Jack Webster.



The interior of Island Savings' present location at 120 Lower Ganges Road.



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at 537-5041

Kanaka Place
537-5041

Island Savings employs 22 island residents

Providing the best possible range of services to members at the lowest possible cost is the business philosophy at Island Savings Credit Union in Ganges. It has enabled the credit union to evolve from a small deposit branch into an innovative financial institution offering complete financial and insurance services to the

residents of Salt Spring Island.

Entering its 14th year of operation, Island Savings now employs 22 island residents. Originally a branch was opened here after a group of Salt Spring Islanders approached the board of directors of Island Savings and requested a branch be opened here. Since then, the branch, along with

the island population, has continued to grow.

What makes the Island Savings unique as a banking institution is that it is owned by its members. This lets local members have input and allows for innovation to meet the specific needs of the community.

In that vein, Island Savings is involved in many organizations and functions on the island. Some of them are: a scholarship offered to a graduating high school student from Salt Spring who is pursuing a post-secondary education, and involvement in the Centennial Park Society, Sea

Capers, and the Chamber of Commerce.

According to branch manager Jack Davidson, the plans for the future are to continue to provide the residents of Salt Spring with good service and a wide selection of finance and insurance products at a fair price, and to continue to be involved as an integral part of the Salt Spring Island community.

Island Savings, located at the corner of McPhillips Avenue and Lower Ganges Road, is open Monday to Thursday from 9:30 am to 5 pm, Fridays from 9:30 am to 6 pm and Saturdays from 9:30 am to 1 pm.

Family experience has been aid to 80-year-old carpets firm

When Arlene Dashwood opened the Salt Spring Island division of Burritt Brothers Floor Coverings she had a great deal of family experience to help her on her way.

Burritt Brothers was founded in 1907 by

her grandfather and great uncle. Since then three generations of Burritts have continued the family business, and it continues to grow today. Arlene, who is the first female member of the family to enter the business, is now beginning her sixth year of business here on the island, and things are moving along quite smoothly.

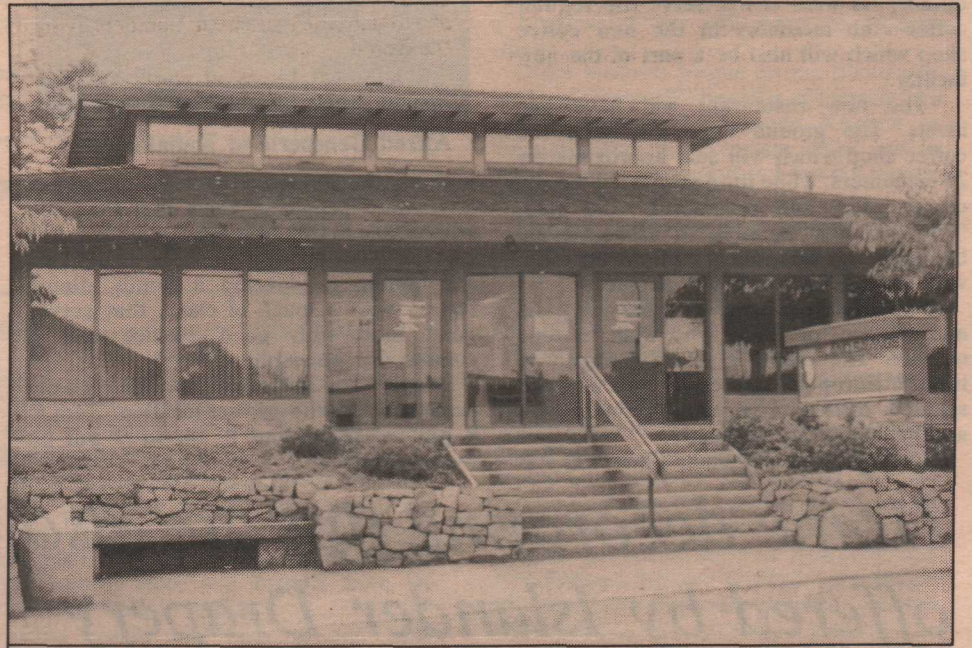
"We have had steady growth right from the beginning," she said. "It started out slowly at first which was good for me because it gave me time to grow with the business and learn the ropes."

For the first four years she ran the business from her home, but as it began to pick up she realized that she needed more space. Two years ago she moved into the Home Design Centre. She now employs a full-time installer and offers a carpet cleaning service as well.

Burritt Bros. offers an excellent selection. With 24 different suppliers to choose from and each of them offering several different lines the options for the customer are almost limitless. They also offer a lifetime workmanship guarantee.



Arlene Dashwood of Burritt Bros.



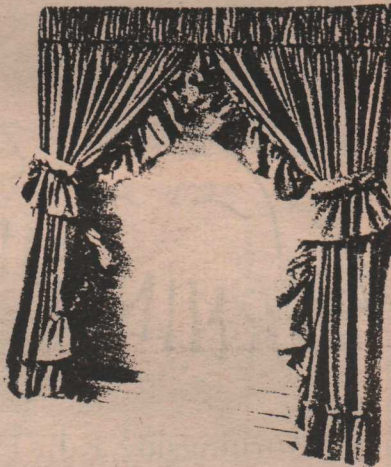
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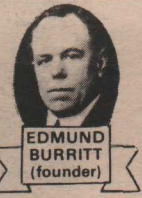
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Burritt Bros. Carpets



HARVEY BURRITT (founder)



EDMUND BURRITT (founder)

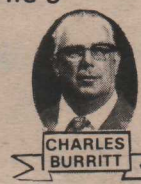
THEN: In 1907 when Mouats opened their doors on Salt Spring Island, Burritt Bros. Carpets was founded in Vancouver by two brothers. The family business continued with Edmund Burritt's two sons, Charlie and Edmund Jr. and is currently managed by Charlie's son Harvey Burritt.



EDMUND BURRITT



HARVEY BURRITT



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Kanaka Place plans move to waterfront

The Kanaka Place Restaurant is planning some big changes for the future. New menus, a new look and a new location should come together sometime in December.

Alfred Gemperle, the owner of Kanaka Place, said that the new Kanaka Place Restaurant, which will be located in the newly renovated Harbour Building (formerly the Ganges Village Market), will be able to accommodate more people for dinner. As well, it will serve the regular coffee club members in the new coffee shop which will also be a part of the new facility.

"The new restaurant will have two levels. The ground floor will have the coffee shop which will seat approximately 25 customers, while the upstairs will be the dining room and restaurant," he said. "We will also be able to accommodate banquets and wedding receptions upstairs, with seating for 110 or 120 people."

In addition, there will be a seaside patio and terrace for those who wish to dine outside. The menu is to be changed to include European cuisine as well as fresh seafood dishes. Live entertainment will also be featured occasionally.

Alfred noted that Kanaka Place will still



Alfred Gemperle of Kanaka Place

maintain its family restaurant image too. "We want people to know that they will still be able to bring the whole family out to eat at a reasonable price," he said. "We are hoping to develop a family dining facility with a touch of class, that serves good food with good service and a comfortable atmosphere."

The new restaurant will operate with the same hours as the current location: 7 am to 9 pm weekdays and 8 am to 9 pm on weekends.

Home decorating tips are also offered by Islander Drapery

A creative itch and a need to express it was all the motivation needed by Valerie Mackey to get her started in her business five years ago and she is still at it.

Valerie Mackey is the owner/manager of Islander Drapery, located in Mouat's Mall in Ganges. In her brightly lit store you can find a wide variety of different window

coverings ranging from coloured blinds to a large assortment of drapery fabrics. She also sells wallpapers and silk flowers which can add that extra little decorative touch when needed.

The business philosophy which Valerie follows can be summed up in one word: service. "With so many businesses selling the same products, I think good service with professional know-how and a pleasant, relaxed atmosphere for the customers is possibly the best thing a business can offer," she said. That plus the fact that she offers free estimates and does in-home measurements for her customers all adds up to a winning formula.

"One of my main interests when dealing with my customers is to keep things loose," she said. "I am more than happy to sit down and do some brainstorming with them and see what kind of ideas we can come up with. That's half the fun of this business."

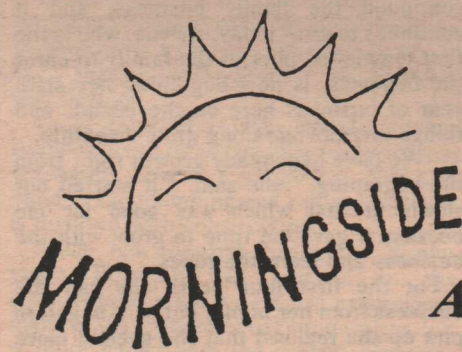
Valerie also offers her customers tips on home decorating. "It is all part of the business, to try and help your customers the best way you can," she said. Valerie will go to the customer's home to take the measurements and give free estimates. Between times she can be found in her store on the lower level at Mouat's Mall from 10 am to 3 pm from Monday to Saturday.



Valerie Mackey of Islander Drapery



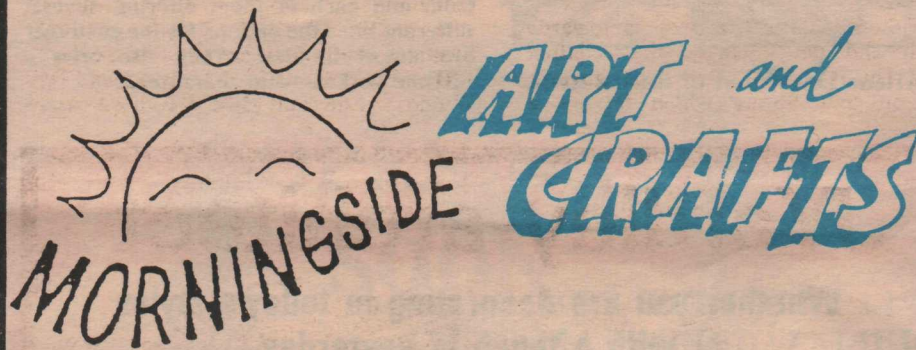
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Tourism plays important role on island

Tourism is a key industry on Salt Spring Island as it creates employment, brings opportunity to island businesses and provides markets for local products.

But there is a paradox. The very things which improve tourism and are "good for business" or "growth and development" also have an impact on the lifestyle islanders cherish. Even people benefitting directly from tourism express concern about its effects.

The Chamber of Commerce has taken an active role in the economic development and promotion of Salt Spring as a great place to visit and live. President Jack Cherry said his 160-member umbrella organization has tried to arrange projects that "improve the social, cultural and economic well-being of Salt Spring." Cherry said the successful Job Trac Program, launched by the chamber last year, was an example of meeting this goal.

"We finished Centennial Park as part of the program, installed new toilets in the park, created a new linear park on the outskirts of Ganges, renovated a major boat launching ramp, enhanced the Fulford tennis courts, put in 15 miles of hiking trails and replaced the swimming floats at Howe Lake," Cherry said. "The benefits were spread all over the island, not just in town."

Projects such as these enhance the island, making it more attractive for tourists, while creating temporary employment for residents. However, the bulk of work in tourism takes place in on-going business.

It is here, where the push is towards growth and development, that conflict arises. The Islands Trust — local government on Salt Spring which follows a

mandate to "preserve and protect" the island — has recently grappled with this issue, attempting to determine its role in the development of the tourism industry here.

"It's nonsense," one trustee recently noted, "to think we can preserve and protect the islands, and make them available to tourists."

The Trust must now determine how visitors are to arrive here, and where they are to stay without eroding the area it has sworn to protect.

Many of the individuals who own and operate businesses here, have come to the island from elsewhere, sacrificing established careers and assuming the risks of

to both tourists and locals. While clientele for cabins is virtually 100 per cent off-islanders, the restaurant attracts a high percentage of locals.

Blackburn said plans for the resort include building four to six more cabins. He too, however, feels growth on the island should be addressed cautiously: "I'm not against growth, but it needs to be carefully done. Ours is a fragile environment."

Other local business people express enthusiasm about recent local development, and still others are hoping to see even more.

Calgary transplants Dale and Lois Codd, owners of the General Store which specializes in gifts and crafts, are enthusiastic

"Right now we're competing with Friday Harbour, which is more developed."

Ganges Marina owners Bard and Lynda Brown agree. The Browns would like to expand their business (which has doubled in the three years they have been here), but in order for them to have a longer season, "the community has to go after a breakwater for the north harbour," Lynda Brown said.

As it is now, southeasterly storms are too rough. The Browns' marina suffered \$30,000 in damages last winter. "Without a breakwater we will have to remain small."

Other business people on the island cite the local "spin-off" benefits of tourism. As Jim Parker of the Seaside Kitchen in Vesuvius puts it, "Tourism helps me to build a better restaurant so I can put money back into the island."

Tourism employs a large number of local residents during the summer months. Even in the off season, renovation and expansion work, such as that going on at the Harbour House Hotel in Ganges, employs members of the local work force.

Needless to say, Salt Spring Island is divided on the issue of tourism. Most people seem to agree that some amount of slow and steady or "healthy" development should take place on Salt Spring. It is the degree and direction of this development which remains undecided.

Some islanders, such as local architect Ken Renaud, believe tourism here should take a creative emphasis. Renaud, with the aid of others, has developed plans for an extensive trail system throughout the island. He feels that this would attract people to Salt Spring, keep them off the

Turn to Page A10

But increased tourism means more pressure for development of visitor facilities

becoming small business entrepreneurs.

One recent arrival — Bruce Mills, a former dairy farmer who "needed a change" — sums up the internal conflict felt by many local business owners. Mills, who owns the Ship's Anchor Hotel and Restaurant, said tourism is the backbone of his business, averaging 60 per cent of income in the summer months and 20 per cent during the winter.

"What's good for business is to have more people," he said, noting, however, that they moved here to "slow down." In some ways, he said, "what's good for business contradicts my personal goals."

Owner of the Booth Bay Resort and Bay Window Restaurant Mike Blackburn caters

about the development taking place.

"It's great that the population of the island continues to grow," Dale Codd said. "We could support considerably more people than we have now. It's obvious the island is growing and so is business."

He is particularly pleased with the Grace Point townhouse development, which will dramatically increase the number of people living in downtown Ganges. Codd is certain the General Store will benefit from the additional walk-in traffic.

Codd would also like to see more development in Ganges Harbour, such as the construction of a breakwater. "Improvements on the harbour would get more of the boating traffic," he said.

Yardley-architect

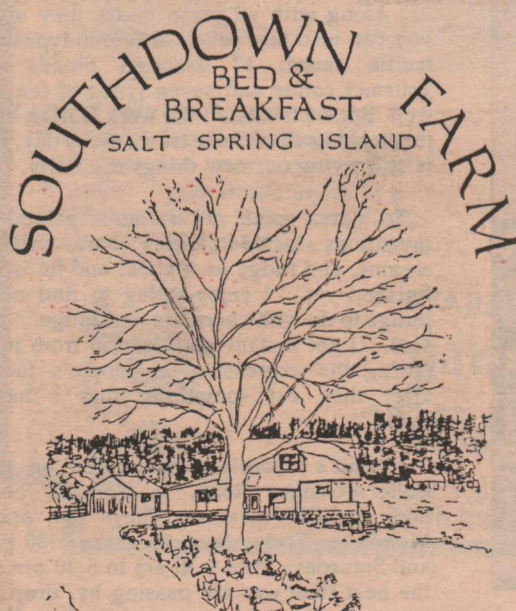
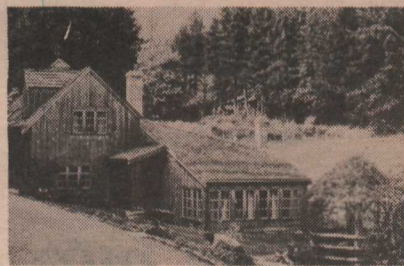
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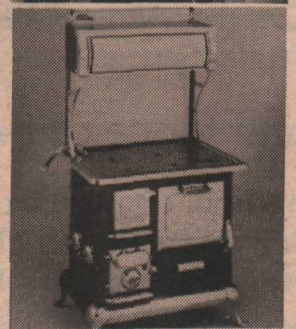
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Tourism worth an estimated \$9 million a year

From Page A9

main roads, and yet leave them open to patronize local business.

For those businesses that depend heavily on the tourism industry to remain viable — and their numbers are by no means small — there is optimism about the future.

New Harbour House Hotel owners Theo and Hercules Macris made a significant investment in Salt Spring Island when they purchased the hotel in April. Today they are in the process of making major renovations to Salt Spring's largest hotel, investing more money in the community.

Enlargement of the lounge and dining room have begun, beds and carpets are being replaced and further changes are in the planning stages. Says Theo Macris: "We're trying to bring this hotel up to today's standard of accommodation. This includes providing nice clean facilities, and good and fast service."

The Harbour House is a large employer by island standards, with up to 40 full and part-time people on the payroll — \$40,000 a month — during the summer.

Gone is the day on Salt Spring when the tourist season ended abruptly on the Labour Day weekend. There was a time when there was a noticeable difference in traffic volume in Ganges on the first business day following the last long weekend of summer. Traffic volume is up due to a larger population but the tourist season is longer as well.

Helmut Boehringer of Cusheon Lake Resort says that off-season business is improving. While July and August are always sold out, the tourist season is getting longer, beginning with Easter (instead of the Victoria Day weekend) and running well into the fall.

Like most resorts, Cusheon Lake would

like to extend the tourist season further and generate more year-round business. Boehringer plans to actively sell to the seniors' and package tour markets.

Many islanders, however, would rather not see any moves towards lengthening the season. They would prefer instead that it be limited to the summer months, leaving the island free of visitors for the remainder of the year. But the weather will likely ensure that the tourist season never comes close to being year-round.

It is a commonly held misconception that the accommodation-providing businesses — hotels, resorts and bed and breakfast operations — benefit the most from the tourist industry. In fact, only about 20½% of the visitor's dollar is spent on shelter. The remainder is spent on food, recreation, travel and shopping. On Salt Spring, arts and crafts would represent a significant portion of the latter.

There are several outlets for the products of local artisans, many of which represent several potters, weavers, woodworkers and others. Ewes Three on Hereford Avenue, a four-year-old crafts outlet, offers the work of 35 residents. Partner Peggy Grim says more than half the customers are tourists, though she would like to see more local people shop at the store.

Dale and Lois Codd's General Store also sells local crafts, with about 25% of the store's stock being locally made. The tourist dollar accounts for about 25% of their overall business.

Lenora Outerbridge's Rainbow Crafts is also dependent on tourism with about half the market being visitors. And half of what she sells is from Salt Spring.

And so the tourist dollar finds its way into many sectors of the island economy.

Using an average length of stay of three days by the average visitor, an average expenditure of \$50 per person per day and an annual visitor count of 60,000, the total dollar value of tourism is in the neighbourhood of \$9 million annually.

According to ministry of tourism figures, expenditures by visitors on shopping represents 16% of the total. On Salt Spring that would mean almost \$1.5 million spent on arts, crafts, souvenirs and miscellaneous items. Restaurant meals at 23% equals more than \$2 million and accommodation, at

20%, is \$1.8 million.

Tourism, then, is an integral part of the community, employing a considerable part of the population and injecting a respectable amount of money into the economy.

Its future looks bright insofar as visitor volume is concerned: there appears to be little likelihood of the numbers dropping. But development pressures to provide more tourist facilities and sheer traffic volume alone are serious concerns for a growing number of islanders.

Bridal registry is one service offered by Sharon's in Ganges

Getting married in the near future and you want to make sure that you don't end up with 12 toasters as wedding presents? The best way of avoiding this dilemma is to join the bridal registry at Sharon's at 136 Lower Ganges Road, in Ganges.

Sharon's, which is owned and operated by Sharon Crouse, can help out the friends and family who will be buying gifts for the lucky couple. Sharon's can tell them what colours certain rooms will be in the bride and groom's home and keep track of what has been already purchased by someone else. But this is just one facet of the goods and services at Sharon's.

The store stocks many exclusive lines of linens, bathmats, bathtowels and sheets. The majority of the products available are 100% cotton. Some of the brand names are Wabasso, J.P. Stevens, Springmaid, and Ralph Lauren. Also available at Sharon's is an exclusive line of wicker and rattan furniture. From rocking chairs to dining sets, all are for sale at reasonable prices.

The store, which is located in the heart of Ganges, is a tastefully decorated building which looks out over Ganges Harbour. Inside, Sharon has used her talents to make the presentation of her wares most pleasing to the eye. She offers courteous and knowledgeable service and advice to her customers on all their decorating needs.

In the future, Sharon said, she hopes to have continued growth in her business while maintaining high standards of both quality of products and the presentation of fashionable furnishings for the home. Sharon's is open Monday through Saturday from 10 am to 5:30 pm.



Sharon Crouse

Walking into Harlan's is like walking into chocolate heaven

Have you got a sweet tooth? Do you like all of your goodies to be homemade? The place to head for is Harlan's Chocolate Treats in Ganges.

Walking into Harlan's store is like going to chocolate heaven. Choosing from 12 types of truffles, 12 types of fudge, 10

different types of chocolate goodies or chocolate suckers, can be one of life's happy little conundrums.

Harlan Olsen, the owner, along with his wife Gwen, hand make all of the delicious goodies they sell in their two stores, one here in Ganges and the other in Chemainus. Along with all these treats they sell, you can also buy seven different types of truffle sauce, 17 assorted blends of gourmet coffee and seven types of tea as well. But even with all the work Harlan has just making all of these treats every day, he is still trying out new things regularly.

To date, some of Harlan's palatable inventions include harley bars, island creams, and fudge on a stick, and he isn't finished yet. "I enjoy trying to find new things to do with chocolate and fudge," he said. "I get instant gratification from just seeing the expression on people's faces after they eat something that I have made."

Harlan's Chocolates is located on the Fulford-Ganges Road, in Ganges, next door to Pharmasave. They are open Monday to Friday from 10 am to 5:30 pm and Saturdays from 9:30 am to 5:30 pm so the next time you are passing by, drop in and say hello and try some of goodies. You definitely won't regret it.



Gwen and Harlan Olsen

IN THE BEGINNING...

Harlan made 10 varieties of Truffles in his wife's kitchen
this was not to last for long!

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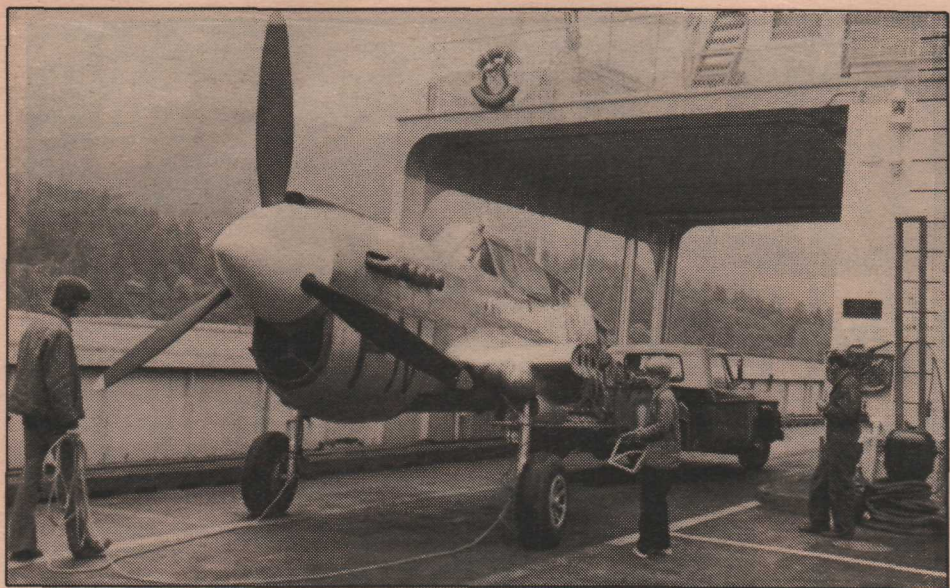
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George Maude's Kittyhawk was Fulford landmark

Southdown caters to families

Located in a quiet valley halfway between Fulford Harbour and Ruckle Provincial Park is Southdown Farm Bed and Breakfast. The owners, Sue and Jonathan Yardley, have been operating their highly acclaimed B&B for the past four years.

They offer two types of accommodation at their turn-of-the-century farm. One is a cosy downstairs apartment that sleeps up to six people and the other, Sloan Cottage, is situated in a secluded corner of the 15-acre farm and is the perfect romantic getaway. Both feature wood stoves, antique furniture, goose-down comforters and jacuzzi tubs.

The Yardleys said the reason they originally opened the bed and breakfast was to offer travellers to Salt Spring quality accommodation that caters to whole families, as well as couples. Pets are also welcome on the condition that they don't eat the free-ranging chickens which pro-

vide the eggs for the delicious breakfast, which is served with the home-cured bacon.

Southdown Farm is open all year round and offers off-season rates from the end of October until spring break.

When Jonathan Yardley isn't attending to the needs of the bed and breakfast he can be found in his office at 105 Rainbow Road in Ganges. Jonathan is an architect and is one of only two on Salt Spring Island. He has been in the business for the past 20 years, first in Vancouver, working with Arthur Erickson, the designer of Roy Thompson Hall in Toronto and the Canadian Embassy in Washington, D.C., and later at his own practice.

After moving to Salt Spring Island 13 years ago he set up practice here. He said that working on the island allows him to provide his clients with full personal service that cannot be found when dealing with larger firms.

Ex-fireman buys firehall for south-end arts, crafts gallery

It somehow seems fitting that a former fireman would purchase the old Fulford fire hall and start a new life for both himself and the hall by turning the latter into Morningside Gallery.

The gallery, located at 117 Morningside Drive in Fulford, has been remodeled into an attractive, well-lit space with large front windows and is stocked with the works of many different island artisans. For the last three years the gallery has been operated on a co-op basis with a different artist acting as the curator daily.

The works featured are watercolours, prints, ceramic pieces, pottery and jewellery. New works are added on a regular basis. The owner of Morningside is Bill Rhodes, and his works include glass, t-shirts and sculptured pieces. He said one

of the aims of the gallery is to promote and sell the works of Salt Spring's artists only.

"The concept of the gallery developed slowly," he said. "We view this as a survival technique for the local artists. It helps the artists of the community to help themselves."

Also on site is an ice cream truck where you can purchase ice cream cones and a coffee and sit at one of the tables outside and enjoy the view across Fulford Harbour. For those wishing to stay a little longer, Morningside also offers a small, self-contained luxury suite in a bed and breakfast fashion.

Morningside is open daily from 10 am to 5 pm, 10 months of the year. During January and February the gallery is closed.



Bill Rhodes of Morningside

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Stove vendors are 'too busy'

So what exactly do two ex-Los Angeles police officers do when they decide it's time for a new career and another kind of adventure? If the two you're talking about are Warren and Vicki Wilson, then the answer is obvious. Step one is to emigrate to Canada in 1974, and more specifically, to Salt Spring Island. Step two is to buy out a small wood stove business in 1981 and



Warren and Vicki Wilson

become entrepreneurs.

Inter-Island Services Ltd. was operated out of the Wilsons' garage until 1986, when they moved the business to the Home Design Centre. Warren said part of the rationale for moving into the centre was to have increased display space. "People like to come in and look at the stoves."

What started out as a small venture intended to supplement other income has become more than a full-time business. "It's worked out so well, we're too busy," Warren explained with a laugh. Vicki said she and her husband do all the delivering and installing. They taught themselves by visiting factories and displays and doing a great deal of hands-on work.

The company currently represents a total of 23 different Canadian and American wood stove manufacturers. "All our stoves have been tested. We only handle the top-quality stoves," explained Vicki Wilson.

This year has been very successful for them. They are installing all the woodstoves in the 21-unit Grace Point development, as well as handling other residential installations.

With this kind of growth, you'd expect that the Wilsons would be considering a major expansion. Quite the contrary. Said Vicki: "We want to keep the business small enough to give the kind of personal service needed in this business. We never sell a stove without going to the customer's home first. We size the stove to fit their home. Most people want a stove that's too big."

One-stop building centre

Ross Vezerian had an idea while he was setting tiles one day on a job site. Design a building centre where the customer could come in and discuss home renovations or new home designs with a collection of professional individuals, all specializing in different areas of home design or construction. Keeping that thought in mind, he designed and built the Salt Spring Home Design Centre at 331 Upper Ganges Road.

That was three years ago and Ross says things are going great. "The response has been great," he said. "People come in to discuss putting in new kitchen cabinets and then realize that they can also purchase new flooring or appliances without having to drive over to Victoria or Vancouver to find a better selection."

Currently there are five businesses located under the one roof, but Ross says there is still room to grow. "All the businesses in here right now are keeping really busy, all year round, but we have room for other related businesses if they are interested."

Ross's own business, the Salt Spring Kitchen Company, is keeping very busy upgrading current kitchens or installing kitchens in new homes. "We offer a complete start to finish kitchen replacement, if that is what the customer wants," he said. Along with being the exclusive

distributor for Merit kitchen cabinets, they also specialize in ceramic tile floors, walls and counters. To complete the package, Ross is also a distributor for MacDonald Supply, the largest supplier of kitchen appliances in western Canada.



Kitchen Co.'s Ross Vezerian

Glad's is for chocoholics

Are you a chocoholic? If the answer is yes then you should head straight for Glad's Ice Cream Store and Chocolate Factory on Hereford Avenue in Ganges.

Once there you can choose from an assortment of 12 different types of ice cream, a wide variety of old English

candies and enough homemade chocolate goodies to make your mouth water.

The business, which has been in operation for the past 10 years, was purchased last spring by Wendy Hadley. Wendy and her husband Paul are relative newcomers to Salt Spring. "We left our home in Bournemouth, England, on vacation to drive across Canada and visit a childhood friend of mine who lives here on Salt Spring," she said. "We fell in love with the island right away and after only being here for a couple of days decided to buy a house here. After that we went down the coast, into the United States and then we were going to go back to England but instead we just came back here and settled in."

After one and a half years of retirement Wendy decided to take the plunge back into the working world and purchased Glad's. "It has been a lot of hard work, but I have really enjoyed it," she said. "Making chocolate every day is demanding but meeting new people and seeing them enjoy all my goodies makes it all worthwhile."



Wendy Hadley of Glad's



The friendly staff at Ganges Village Cobbler

Store offers old world service and latest in comfortable shoes

Combining old world service with the latest in comfortable footwear is the philosophy incorporated into the day-to-day operation of The Ganges Village Cobbler.

Owned and operated by Theo and Frauke Prystawik, The Village Cobbler is located in the Credit Union Centre in Ganges. After immigrating to Canada from their native Germany 21 years ago, the Prystawiks lived in northern British Columbia for several years before moving to Salt Spring Island in 1981.

It was at that time that Theo decided to get back into the shoe and leather business, a trade which he learned as a young man in his native country. But The Village Cobbler is not the same type of shoe store that you would find in a larger city, Theo said. "Living on an island, people have different footwear needs than they would in a city, so we have to stock a

wide variety of both casual footwear and workboots as well."

Altogether they stock over 30 different brand names of shoes, boots and sandals. They also sell purses and travel luggage too. "We are a family oriented store," said Frauke. "We have something here for everyone."

Yet another feature of the business is Theo's leather repair work. Theo does repairs on almost anything made of leather, shoes, sandals, purses or luggage. They are also well known throughout the Gulf Islands and in the Vancouver area for Theo's ability to custom tailor orthopedic and support shoes for people who cannot wear shoes off the rack. So if you are in the market for new shoes or want some repairs done to your old ones, then try The Ganges Village Cobbler on Hereford Avenue. You may find it is good for your sole.

WHAT WAS ONCE... STILL IS!

Visit the red and white candy cottage and see for yourself!



Haagen Dazs Ice Cream

featuring:

island FARM'S

"The original Belgian Waffle Cone"

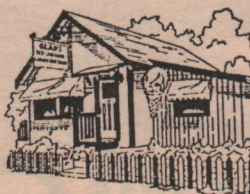
Ice Cream

Delicious hand made truffles, almond bark, ginger and chocolate novelties, made locally using the finest of Belgian chocolate.

Old Fashioned Bulk Candy

Granny Jones Fudge

Gift Assortments for Special Occasions



Glad's Ice Cream Store and Chocolate Factory

537-4211

HEREFORD AVENUE

Gulf Island Aluminum can end constant drips

Are you tired of hearing the constant drip of water because your old eavestrough have finally given up the ghost? If that is the case you should call Gordon Swan of Gulf Island Aluminum. He specializes in installing continuous gutter eavestroughing.

The advantages of this style of troughing is the fact that there are no seams, except at the ends. No seams, no leaks.

Gordon, who has been in the trade for the last 17 years, has lived and worked on Salt Spring Island for the past five years. He originally learned his trade in Victoria before moving himself and his family to the island.

Since he started working here, Gordon said that business has steadily picked up. "I am on the go year-round," he said. "Business has steadily increased over the years with new houses being built and renovations being done to older homes on the islands." Along with installing new gutters, he also can replace the soffits and fascia boards if they are in need of repair. "Once you replace these things they will last for years and years," he said. "Aluminum is far superior to either galvanized steel or the old cedar eavestroughs that we replace."

He also gives free estimates to those of you who are considering future home improvements.

In the future Mr. Swan says he may expand his business by hiring some additional help and



Gordon Swan

buying more equipment needed to do the jobs, but he will cross that bridge when he comes to it.

PROTECT YOUR LUNGS



DON'T SMOKE

† British Columbia Lung Association

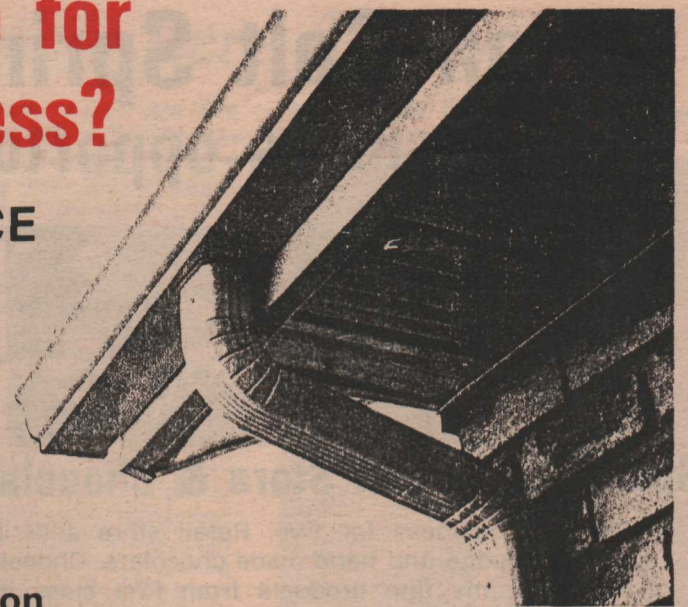
Why settle for anything less?

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or cracking

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5" CONTINUOUS GUTTERS

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Gulf Islands

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1887 - 1988 — 101 years as your good neighbour! — 1887 - 1988

Since 1887

Thirty-six years before "Pemberton and Son" appeared above a Victoria real estate office in 1887, the name Pemberton was well-known.

As surveyor and engineer for the Hudson's Bay Company and as a legislator and Surveyor-General for the Crown Colony of Vancouver Island, Joseph Despard Pemberton who had arrived by canoe at Fort Victoria in 1851, was a leader in the social, cultural, government and business life of early Victoria.

After the union of Vancouver Island with British Columbia in 1866, he pressed successfully Victoria's claim to be capital of the new colony.

Work on our present parliament buildings was just beginning when he died in 1893.

In 1976 Pemberton Holmes Ltd. felt that having served the Gulf Islands for 89 years it was time to establish a branch office on Salt Spring Island.

The Pemberton Holmes office was established at 156 Fulford-Ganges Road with a staff of five people. It has since expanded to nine realtors and two secretaries.

Staff members take an active part in community affairs and its employees are and have served as members and directors of the A.P.C., Chamber of Commerce, United Way, School Board, Ganges Citizens Committee, Water Preservation Society, Planning Association, and Island Watch, to mention a few:

Active in the community — active in Real Estate.

Live and Work on Salt Spring Two business opportunities



Glad's Ice Cream Store & Chocolate Factory

Pleasant business for two. Retail store sells ice cream, candies, fudge and hand made chocolate. Chocolate factory creates many fine products from first class ingredients. Wholesale and mail order potential. Very attractive location. 5 year lease.



Blue Gables Resort

Island living plus income. Cabins, RV sites and camping, convenience store & boat rentals. Finest southfacing lakefront setting. Includes family home.

For further information on these and other island properties and residences contact:

JESSIE P. JAMES 537-5224



REAL ESTATE COMPANY INC.

P.O. BOX 1022, GANGES, B.C. V0S 1E0

(604) 537-9977

Company is over 100 years old

Pemberton Holmes Ltd., located at 156 Fulford-Ganges Road in Ganges, can trace its beginnings back 137 years. That was when Joseph Despard Pemberton arrived by canoe at Fort Victoria as a surveyor and engineer for the Hudson's Bay Company. He later went on to become a legislator and surveyor-general for the Crown colony.

In 1887 he and his son Frederick Bernard Pemberton went into partnership, opening a firm called Pemberton and Son. The company grew with the fledgling province and was responsible for much of the sales and distribution of agricultural lands on southern Vancouver Island and in the Fraser Valley, on the mainland.

After both of Frederick's sons were killed in the first world war he accepted Major Henry Cuthbert Holmes into the family business after he married Frederick's daughter, Philippa Pemberton. Major Holmes made many outstanding contributions to the business. In 1945 Major Holmes's son Philip Pemberton Holmes

entered the family business and was eventually named president of the company in 1965. In 1975 he was named world president of the International Real Estate Federation, the only Canadian to date to receive this honour.

The very next year Pemberton Holmes Ltd. opened its office on Salt Spring with a staff of five people. Since then it has more than doubled the number of staff and continues to serve the community as it has for 101 years.

The staff members at Pemberton Holmes all take active roles in the community, with many working as members and directors of the APC, Chamber of Commerce, Island Watch, and Water Preservation Society, to name a few. The staff would like to invite you to drop into their office anytime from Monday to Saturday, 9 am to 5 pm, and see what kind of difference 101 years of service to the public can make.

Small is better, says realtor

Big is okay, but small is better, according to Jessie (Pat) James of Small World Realty.

She started her own real estate company six and a half years ago after working for another firm for two years. She said her reason for opening Small World Realty was that it allowed her more time to look after the interests of her clients more effectively in a more relaxed environment.

Pat originally came to the Gulf Islands to work for the Gulf Islands School District in the 60s. For 10 years she was the principal at the school on Mayne Island. In 1979 she resigned from teaching to go into the real estate business. She first went to work in Victoria, and then after qualifying for her agent's licence she started Small World.

Her office is located at 105 Rainbow

Road, at the corner of Rainbow and Lower Ganges Roads. The office is open from 10 am to 5 pm most days and she is on call at all times.

Pat says what makes her agency unique is the high degree of privacy and confidentiality she maintains for her clients. She said she thoroughly enjoys the real estate business because it involves many of her interests, including people and building and construction.

When she has some free time, Pat said she likes to relax by either putting around on her farm or on her boat. She is the past chairman of the Islands Trust's industrial land use committee and chairman of the Ganges incorporation study committee.

Don't let the cats out

Looking for the latest bestseller? Or maybe your interests lie more along the lines of Canadiana or cookbooks. You can find all these books and many more at *et cetera* on McPhillips Avenue in Ganges.

The owner of *et cetera*, Dawn Luker, has been in the business for the past 13 years, and has been at her present location for the past four. The first thing you see at the door is a sign which says, "Please don't let the cats out." It refers to the two feline board members which you will eventually come across snoozing somewhere in the store.

Once you're past that novelty, you will find a very well stocked store with a large number of books

on a variety of topics and a full line of stationery.

Along with her staff of two full-time and three part-time employees, Dawn is willing to go that extra mile to accommodate her customers. "We will try our best to get in books which we don't stock," she said. "Service is very important to us," she added. "We want people to feel welcome and enjoy shopping in our store, so we try to go that one step extra to help out."

So whether you are looking for books or need writing paper or perhaps want to drop by and pet the cats, you will always feel welcome at *et cetera*, which is open from 10 am to 5 pm, Monday to Friday.



Once upon a time, we were next to Harbour Grocery. Used to be a liquor store — had bars on the back window. We put in big front windows, but we were still small. We had a motley cat, and she had kittens.

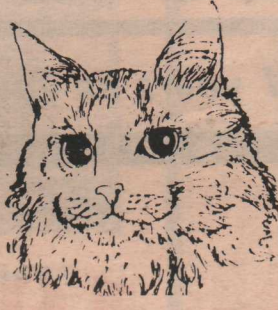
We tried "the Valcourt centre", but we didn't have cats there.

That didn't feel right. Then we tried life behind a gas bar. It felt good to stretch out, but we got wet a few times and went looking for higher ground. Settled where a credit union had kept our money safe. Seemed like a safe bet. Still have cats, although their faces have changed over the years. We think they're friendly to have around.

They like lots of company. So do we. Oh — the cats aren't for sale, but we do sell lots of books, stationery, office & school supplies, lottery tickets,

charts & maps, *et cetera*, *et cetera*, *et cetera*!

And if you aren't already one of our friends, we'd like to change that. Who knows where we'll be next, and we'd sure like to think that we'll keep track of each other!



et cetera

(Salt Spring Book & Stationery)
P.O. Box 826, Ganges, B.C.
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There is light
at the end of the tunnel.

For example, the mortality rate of Hodgkinson's Disease has been reduced by a remarkable 90%.

Please give generously.





Carol Scott and Leslee Quesnel of Carolee's

Carolee's and Michael's got started over a morning coffee

It began as an idle conversation over a morning coffee between two Salt Spring Island women over 10 years ago. Today, Carol Scott and Leslee Quesnel are the owners of Carolee's and Michael's, ladies' and men's clothing.

"We were drinking our coffees one morning when we both started talking about how nice it would be to run our own business," said Carol.

"We were fortunate enough to buy a business that was already in operation, but wasn't doing too well," said Leslee.

From there the ladies went to work to improve their lines of clothing and eventually move to their present location at the corner of Lower Ganges Road and Hereford Avenue. Their new store, which they have

been in for two years, is well-stocked with over 65 different lines of clothes to choose from.

"We carry a wide variety of clothes for men and women of all ages and sizes," said Carol. The ladies are always on hand to answer any questions the customers might have or offer a helping hand in making decisions.

The owners have no plans for expanding their business into a larger operation. "If it gets too big then you lose the personal touch," said Carol. "With the size it is now we can offer a good selection and still be on hand to give our customers the personal service that they have come to expect."

Carolee's and Michael's is open from 9:30 am to 5 pm daily Monday to Saturday.

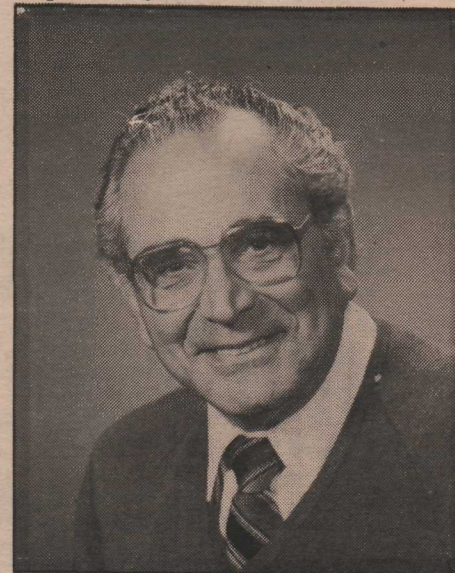
Santy Fuoco has been selling real estate here for 10 years

The first time Santy Fuoco saw Salt Spring Island was in 1957 while he was managing a food manufacturing operation in Victoria. Not long after that he began making regular visits to the island and in 1972 he purchased the site of his present home in Vesuvius Bay and began building. When the house was completed in 1976, Santy left his former employer to move to Salt Spring to become a permanent resident of the island.

Once settled on the island he became involved with island clubs and charities including the Salt Spring Lions Club where he has served as secretary, director and president. Currently he is the chairman of the boards that operate Pioneer Village and Croftonbrook seniors residences and is the editor of the the Salt Spring Island telephone directory, published by the Lions Club.

Santy, who has been selling real estate for the past 10 years, began and has continued his career with the same employer, Gulf Islands Realty. Along the way Santy has been awarded the MLS Gold

Award in 1987 for his successful salesmanship in that year.



Santy Fuoco



**FASHION AND LIFESTYLE
DIDN'T MOVE VERY QUICKLY
BACK THEN**

**NOW FASHIONS REFLECT
VERY DIFFERENT OUTLOOKS
AND ARE EXPRESIONS
OF INDIVIDUALITY**

**MEN'S & LADIES
DRESS & CASUAL
SWEATERS**

**SPORTS WEAR AND
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**MEN'S AND LADIES
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**JUST ARRIVED:
Complete Selection of
Quality Men's Workwear**



**CAROLEES
AND
MICHAELS**

HEREFORD AVENUE — Next to the Credit Union

"AS BEAUTIFUL NOW AS IT WAS THEN"



Over the years, Salt Spring Island has changed dramatically but throughout those changes, has retained its picturesque beauty and its rural charm.

The original settlers came to our Island seeking peace and the freedom to live the lifestyle they chose, today the reasons are the same, as escapees from the hectic hustle and bustle of urban life slowly melt into the serenity of island living. No one can put their finger on any one thing that creates this environment, but still it is there, a feeling, a smile, a calm reaction to a mistake, an understanding nod, an unspoken agreement that we all participate in, an agreement to enjoy our Island.

REALTY COMPANY SHARES ISLAND'S LONG HISTORY

Throughout those years, and those changes, our company has been in the forefront of providing newcomers and islanders alike with an efficient and effective service, both in the purchase and sale of homes and property. We are proud of

our record of achievement, and of our continuing position as the largest and most active Realty Company in the Canadian Gulf Islands. But even though we possess the most modern of Marketing Systems with our "National

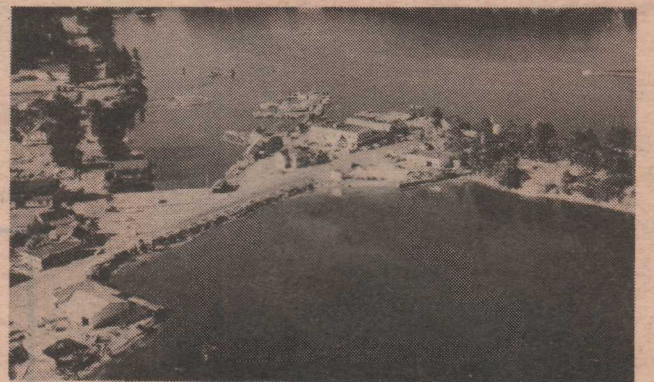
Real Estate Service" Franchise, like the island itself, the feature that makes us stand out the most is our genuine desire to service and to please. A company's strength is its people, and we have the best people in the industry.



Trolling on Trincomali Channel in the 1930's



One of Salt Spring Island's homes in the 1920's



Downtown Ganges in the 1950's



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