

## "Air supermarket" expansion

International Aviation Terminals Limited of Vancouver, British Columbia, described as a "supermarket for air cargo operators" by the founder and president, Denis Heffring recently completed extensive expansion to offer their customers all the services they need in one place.

In January, the company officially opened a \$6.7-million addition of five buildings that provide 12 077 square metres for the sale and marketing of air cargo in Vancouver. An older building offers more than 18 580 square metres.

Mr. Heffring said that the office and cargo facilities are for the exclusive use of people concerned with the air cargo aspect of the business, such as freight forwarders, customs brokers, carriers and Canada Customs.

"The activities of all our tenants are inter-related, and as everyone who ships or receives goods needs their services it makes sense to have them under one roof. Our one-stop shopping concept obviates the need for people concerned with air cargo to visit different offices in various parts of the city — a time-consuming process," he said.

The company not only provides space in a building but also helps tenants market their product. It is involved with trade associations and touring other countries to investigate business opportunities.

A pioneer in the air cargo business, Mr. Heffring built his company from a small, leased facility in Edmonton to a prominent position in western Canada over the past 26 years. He has developed and continues to manage multi-use air cargo facilities at airports in Vancouver, Edmonton, Calgary, Winnipeg and Saskatoon. The latest development gives his company more than 55 740 square metres of building space in Canada.

### US development

In 1984, with two US partners, Mr. Heffring formed Transplex Seattle Inc. and completed the first phase of a \$20-million (US) air cargo installation at Sea-Tac International Airport, near Seattle, to provide the same services that have made the Canadian operation so successful. The US operation consists of an air cargo building, three ancillary buildings to accommodate freight forwarders and related operators, and a paved parking area for aircraft of up to *Boeing 747* size. Phase two, scheduled to begin this year, will add two air cargo buildings, one ancillary building and more aircraft parking positions.

Mr. Heffring said the company is considering the possibility of establishing similar facilities in other locations.

## Practical baby wear

Consumer demand for custom-made infant wear and the ability of Stork Express co-owners Joy Kardish and Joanne Phillips to design and produce practical baby apparel has produced a booming business for the new company.



Paul Latour, *The Citizen*

*Jessica Phillips models the all-in-one cosy designed by her mother, that slides easily over shoes or socks.*

The personal baby gift delivery service was established in Ottawa in 1983 by the two women, who initially sewed the baby apparel, stuffed animals and crib mobiles they marketed. With new designs in 1984, the business has expanded into a mini-cottage industry with three additional seamstresses located in Ottawa and Merrickville who now do the sewing.

One of the most successful items of apparel available from Stork Express is their new design of a baby cosy. It is an all-in-one fleece-lined nylon shell that has two legs which slide over shoes or socks and tucks under armpits in front. It has a strap that goes around a car or stroller seat. There is also a cosy made with velcro-closing sides for disabled children in wheelchairs.

Other designs by Joanne Phillips include a variation on child side- and back-pack carriers. The Stork Express carriers are made of washable navy canvas with seatbelt webbing and buckles. There are both waist and shoulder bands to provide extra support for baby and parent and they are adaptable for carrying baby in front, on the hip or at the side back. The carrier also allows for both baby's weight gain and repositioning on a parent's body when muscles tire.

## Canadian cheese champions

St-Paulin cheese made by Anco Food Products Limited of Montreal, Quebec City, Ottawa, Toronto and Vancouver won two 1984 international gold medals from the Institut International pour les Sélections de la Qualité, known as the Monde Sélection.

Anco's Anfrom cheese won a second prize in the same competition.

Guy Meloche, a spokesman for the company said the competition "is like the Olympics of the food industry". In 1984, 154 dairy products from 60 countries were judged on such things as taste and texture and trade presentation.

Anco also won two gold medals for its Ingersoll cheese spread and Cherry Hill medium cheddar. Anco bought the Ontario-based Ingersoll cheese factory in 1983.

For 25 years Anco imported cheese, but five years ago began manufacturing its own line in St-Hyacinthe, Quebec, said Anco's Ottawa manger, Mike Whitmore.

The 1984 Monde Sélection award ceremony was held in Madrid. Testing for the 1985 prizes begins in April in Brussels and the 1985 Monde Sélection ceremony will be held in Lisbon in September or early October.

## Computer whiz-kid

Cam Peters, 18, from Carstairs, a ranching community some 60 kilometres north of Calgary, Alberta, has proved that youth is no barrier in establishing a successful computer software company.

His firm, Peters' Soft-Products Limited in Calgary, founded in 1983 when he was still in Grade 12, has already sold his computer program to help teachers store and tabulate student marks, to 100 schools. In addition, a Toronto company is interested in marketing the program nationally and Cam Peters expects to find at least 500 more buyers in 1985.

He has also come up with another money-maker: a special way of transferring graphics from a computer screen to paper. That, coupled with several custom software jobs, should make his firm even more successful.

Peters became interested in computer programming four years ago and he has since spent a great deal of time trying to invent useful programs. By the end of Grade 11, he was proficient enough to be hired by a Calgary company that ran a summer computer camp to teach other teenagers the intricacies of a computer keyboard. Within a short time of moving to Calgary he began his own company.