



CAN YOU SPOT THE DIFFERENCE?



<u>AUTHORS, PUBLISHERS,</u> READERS EVENT

April 25, 2020 from 10 a.m. to 4 p.m. book readings, signings, author meet and greet, live entertainment, free book giveaways, children's story time, swag, snacks and beverages.

EVERYONE WELCOME

Admission is \$2 for the general public

Hoping to sell and/or promote your books? Tables are \$20

Contact: Laura at naturelvng1@hotmail.com or Tel: 250-510-4015

Writing Tips

LOOK AT POINT OF VIEW

Who is telling your story? Is it some unnamed narrator who is privy to what went on? Is it the protagonist (the main character in the story) who is relating what is happening now? Is it a relative of the protagonist who is remembering what happened back in the day? Is it the antagonist (the person who causes conflict throughout the story) giving you his side?

It may help you, as a writer, to take the story you have written, change the point of view and write it over again in another voice.

You may find that the person you have chosen to tell the story may not be the best one and that the story gains credence from another point of view.

If you have chosen well in the first place, by doing this extra work, you are bound to uncover useful nuggets of information from the other characters to add to your existing tale.



What's Up Port Alberni?



4641 Margaret Street Port Alberni, BC V9Y 6H1

marigoldproductions@shaw.ca

PORT ALBERNI'S MAGAZINE

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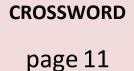
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Publisher: - Marigold Productions

Editor: - Anne Pley

Photographer - Muriel McNamara

Cover Page Photograph – Marc Damant





Letter From The Editor

Hello,

Well, we've begun again. Another new year is waiting for us to make our mark just like a snowy field where no one has yet stepped. It is ours for the taking.

What will we do this year? What will we become? Where will it take us?

If you are like me, you will be laden down with plans, taking that first confident step into the unknown, vowing that things will be different this time. You will be different and so it follows the outcomes will be different too.

I wish you luck, I wish you joy and may all your dreams come true.

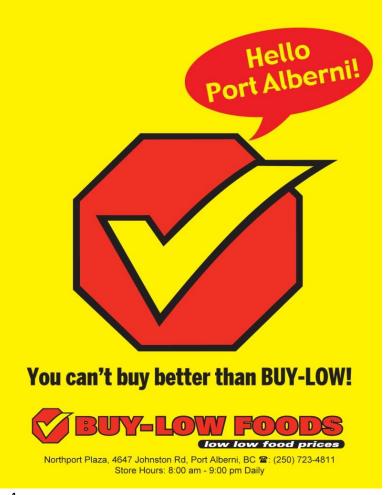


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Let us know what your events are 778-421-5244

January 11 Saturday 6pm to 9pm POTLUCK DINNER

Beaver Creek Community Hall 8585 Beaver Creek road

January 13 Monday 8 pm

PORT ALBERNI-SNOWED IN

COMEDY TOUR

Capitol Theatre

January 17, 18, 19

2020 HOME SHOW

RENOVATION AND DÉCOR

BEBAN PARK AUDITORIUM

2300 Bowen Road, Nanaimo



January 19 Sunday 1pm to 3:30pm LADIES CLOTHING SWAP



Beaver Creek Community Hall

January 25 Saturday @ 7 pm LANGLEY RIVERMEN

at

Alberni Valley Multipley

Alberni Valley Multiplex

January 25 Saturday 5pm to 10pm 37th Annual Robbie Burns Supper Echo Centre

portalbernihighlanddance@g.mail.com





PUT YOURSELF IN THE PICTURE

Enter
MARIGOLD PRODUCTIONS
3rd Annual Writer's Contest

- Must be original work
- Double spaced manuscript
- No more than 1200 words
- No names or other identifying marks on the manuscript
- Attach a separate page with author details
 - Choose your own subject
- Must be in our offices by September 30th, 2020.

We look forward to your submissions, Call us at 778-421-5244 or email marigoldproductions@shaw.ca

2020 HOME

We've done open space and now the trend is toward a more intimate and welcoming environment. Wide open spaces tend to diminish comfort such as having a lot of noise around you when you need peace and quiet or having kitchen smells in the room.

So division is in. Separate your spaces with natural elements such as wood.

Colors will tend toward cheerful and somber tones that make them versatile and simple.

GREY when applied to walls and drapes can be accessorized with many other colors

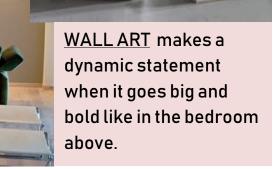
PURPLE tones from tenuous to intense are great in up to date interiors or used as accents.

DIVISION can be accomplished by using posts or barn doors made of wood to separate the spaces for a casual, easy look.

GREEN is a clear choice when going natural in all its shades. The dark and deep shades make for wonderful accent pieces.



METAL and metal colors dress up any style of décor you have.





PINK

An all-time favorite but still current, pink gives a serene touch and looks elegant.



DARK WOODEN WALLS
and furniture are in this year
because they lend themselves
to the cocooning effect you are
after. That is intimate
closeness instead of the big,
empty feeling in rooms with
open concept.

COBALTBLUE will be the 2020 undisputed star of interiors.

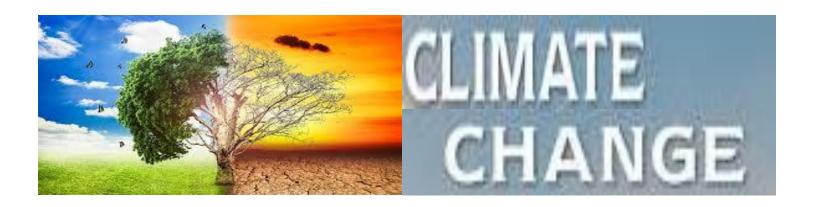


INDOOR
GARDEN
The ultimate in natural, your own, green space.



The idea here is to use entire walls as if they are pieces of the finest art collection.

Don't be afraid of this it makes a powerful statement.



Are scientists right? Are we in the midst of global warming? Are we going to be forced to make adaptions to our lives like building high barricades along our shores to keep the rising ocean out? Will we have to find crops that grow in extreme warmth and drought conditions? Are we becoming a race of beings that will have to wear masks just to breathe? Will our descendants, if they survive, tell tales of how we were kicked out of the Garden of Eden?

The problem is that we have two much carbon dioxide in the atmosphere. This comes as no surprise when global forests have systematically been burned or cut down, when acres of concrete cover the planet, when businesses and individuals have pumped poisonous substances into the air minute by minute for a very long time.

There is something called geoengineering that might offer a way to cool the planet but it is untried and untested. It consists of two methods Solar Radiation Management and Carbon Dioxide Removal.

SOLAR RADIATION MANAGEMENT

This method only addresses the symptoms and does not tackle the issue of rising concentrations of carbon dioxide.

It involves putting Sulphur aerosols into the high reaches of the atmosphere and reflecting more of the sun's rays away from Earth and back into space. This is something that happens in nature occasionally. For example in 1991, Mount Pinatubo erupted and sent huge amounts of Sulphur into the atmosphere. Subsequent reactions cooled the planet by 0.5C over the next two years.

CARBON DIOXIDE REMOVAL BY OCEAN FERTILIZATION

This method would be slow to show an effect and require extensive financial investment. It involves using iron to stimulate phytoplankton growth in the ocean increasing the uptake of carbon dioxide.

One study showed this worked but another found that little carbon dioxide was taken by the organisms. The results may depend strongly on the location where the experiment is attempted. In July, 2012, 100 tons of iron sulphate was deposited in the Pacific Ocean off Canada's west coast in an attempt to restore salmon stocks there. The move enraged environmentalists opposed to the practice.

John Shepherd, from the University of Southampton in the UK, says: "Ocean fertilization involves huge interference with the ecosystem. You have a big environmental impact with a small, desired side-effect.

Some scientists point out that manipulating the climate in one part of the world could have consequences elsewhere – so any action would need to be on a global level with international agreement.

A major report in 2009 by the UK's Royal Society suggested that these methods should only be considered as part of a wide package of options to address climate change that would include things like cutting greenhouse gas emissions.

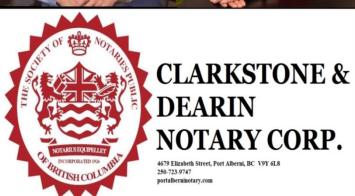
Then, too, there are scientists and others who maintain there is no problem despite the evidence to the contrary.

Having technologies like those outlined above to reverse the damage could be seen as a get-out-of-jail-free card as many people feel that more effort needs to be put into existing ways to reduce emissions.

There are great risks with interfering with nature to cool the planet but some researchers say that if the concentrations of carbon dioxide in the atmosphere reach a critical stage, geoengineering might be the only way to take control of our climate.

Steve Rayner from Oxford Geoengineering says, "There is no easy way but it would be irresponsible of us not to explore the potential as best we can."





HONEY KNOW-HOW

Myth

Honey that has crystallized – looks cloudy, has granules in it, or is liquid on top and solid on the bottom – has either gone bad or is not a pure, all-natural product.

Truth

Crystallization is actually a sign that honey is pure and the rate of crystallization depends on the floral source of the honey. This natural process occurs over time and does not affect honey's quality or safety. If the consistency isn't ideal, you can safely and repeatedly re-liquify your honey by placing the container in hot water. Microwaving is not recommended.

MEET OUR BUSINESS EXPERTS



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Manager, Business Services
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PORT ALBERNI BRANCH 3009 4th Avenue



GREAT THINGS



Lookina Ahead...

by Anne Pley

The heavy barn door slid open and Moo could see all the dark colors in the sky, the trees and the fence posts. There was something else, she had never seen before.

The fields were white and fluffy bits were falling, and sticking to the man who came inside, shut the door and brushed whatever it was off his shoulders. The world outside had smelled cold.

The man came over and scratched between Moo's horns. She liked his touch and his warmth and she snuffled against his shoulder. As he moved away to fork hay into her manger, he began to talk.

"It looks bleak, Moo," he said. "I don't know how much longer I can carry on."

Moo took a mouthful of hay and began to chew but her big, brown eyes never left the man's face. She watched as he sat on an upturned bucket and put his face in his hands

Moo had come into the world when it was a kaleidoscope of color; blue skies, green trees and grass dotted with purple and red and blue flowers. Yellow was there as well and a million variations of them all.

The owl, that made its home in the rafters of the barn, had seen the sights that puzzled Moo. He said that it was just the rhythm of the world. That after this dark time, Moo would see the colors she loved once again.

Moo wanted to tell this to the man, tell him she had it on good authority that things would get better but for all the expressiveness in her eyes, she couldn't say a word.

The man rubbed at his eyes, got up and laughed. "Everything will look better soon," he said as he ran his hand along her side. "That calf you're hiding is part of the future, Moo."

Moo's big head nodded. She was content. Like she was herself, the man was looking ahead.

Answer on page 28

ACROSS

- 1 "Twelfth Night" duke
- 7 Begin's Camp David partner
- 12 Charm
- 18 "Moon River" composer
- 20 Pat of "Happy Days"
- 21 Harold Arlen tune
- Juarez, Argentina
- 23 Poet's preposition
- 24 Figures of speech
- 25 Overfill
- 27 Feverish
- 28 Contributes to the poker pot
- 30 Analog albums, for short
- 31 Canadian exports
- 32 Distant prefix
- 33 Crash-probing agcy.
- 34 Cathedral town
- 35 Verbal indiscretion
- 36 Gondolier
- 37 Philippine

- machete
- 39 One of the Carter kids
- 40 B-complex component
- 41 Lands Columbus searched for
- 44 Get around
- 45 Noise-free state
- 48 An infinite amount
- 49 South African settler
- 50 Snooker sticks 51 Sunoco offering
- 52 Jolly Roger, e.g.
- 53 Siegfried or Roy, e.g.
- 55 Home under the stars
- 56 X-ray unit
- 57 Singer Eartha
- 58 Slavic "Caesar"
- 59 Actress Seviany
- 60 Coat metal with protective film
- 62 Flock sounds 63 "All ___..."
- (Musketeer phrase)
- 64 '40s White

House dweller

Brain Teazer

- 65 " Time" (1985
- 66 French
- department
- 67 Newsman Newman
- 69 Screen
- 70 France's cont.
- 71 Bounding mains
- 75 Waikiki wear
- 76 Drinks cognac correctly
- 77 Kind of cycle
- 78 "Quiet!"
- 79 Prince Valiant's son
- 80 Actress Lollobrigida
- 81 Singer Julius
- 83 Half a hipswinging dance
- 84 Painter of redheads
- 86 Duck!
- 89 Channel swimmer Gertrude
- 90 Madonna hit of the '80s

12

13

14

91 Certain mattresses

111

10

- 92 Oras.
- 93 Rock hound's finds

DOWN

- 1 Columbus resident
- 2 Give in
- 3 Sounds like an angry bull
- 4 Berlin, to friends
- 5 Moscow negatives
- 6 Costume designer Kaim
- 7 Brisk
- 8 Farm components 9 Parts of a
- Mexican week
- 10 In addition to 11 Man's accessory
- 12 Poet Lazarus et
- 13 Linguist Chomsky
- 14 Train schedule abbr.
- 15 Sistine Chapel painter
- 16 "The Stunt Man"
- 17 TV screen arid 15

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- 19 Greek god of poetry
- 26 Pol. party
- 29 Abating
- 31 Descended
- 32 "I Ought Pictures"
- 34 Golf champion Ernie
- 35 Brief item at the end of a newspaper story
- 36 Cronies
- 38 Librarian's backbreaker: abbr.
- 39 "Fargo" director
- 40 Masonry support
- 41 Below: prefix
- 42 Baseball's Ryan
- 43 1987 version of 'My Name Is Julia Ross"
- 44 Blast on a horn
- 45 Litigant
- 46 Musical form
- 47 Name on a bottle of Spellbound
- 49 Mouthful
- 50 Awards for Blake Shelton
- 53 Joel's "Cabaret" costar
- 54 Straight __ arrow
- 55 Flail
- 57 Outdoor oven
- 59 Businesses: abbr.
- 61 Speaker's place
- 62 Wood: Fr.
- 63 Common December purchase
- 65 Director Brian ("The Fury")
- 66 "Emphatically yes, cheri"
- 67 Fills with gladness
- 68 Mock 69 DMV info
- 70 Box score data
- 72 Greek
- mathematician
- 73 On dry land 74 Wraps
- 76 Trig ratios
- 77 Swiped
- 78 Furrier's commodity
- 80 Festive occasion
- 81 Parcels of land
- 82 Fawn's dad
- 85 NYC subway line 87 W. hemisphere
- 88 Self-regard
- 18 20 19 21 22 23 24 25 26 27 28 30 31 32 33 34 35 36 38 39 40 42 43 44 45 46 47 41 48 50 53 52 54 55 56 57 58 59 60 63 64 65 66 74 67 68 69 70 71 72 73 75 78 76 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93



There are many perks associated with buying a home in the "off season", aka winter. First and foremost, you could save time and money.

There are likely fewer houses on the market, which means you can better streamline your search rather than being inundated by seemingly countless options. There will also likely be fewer buyers in the marketplace vying for the same home, which means less competition.

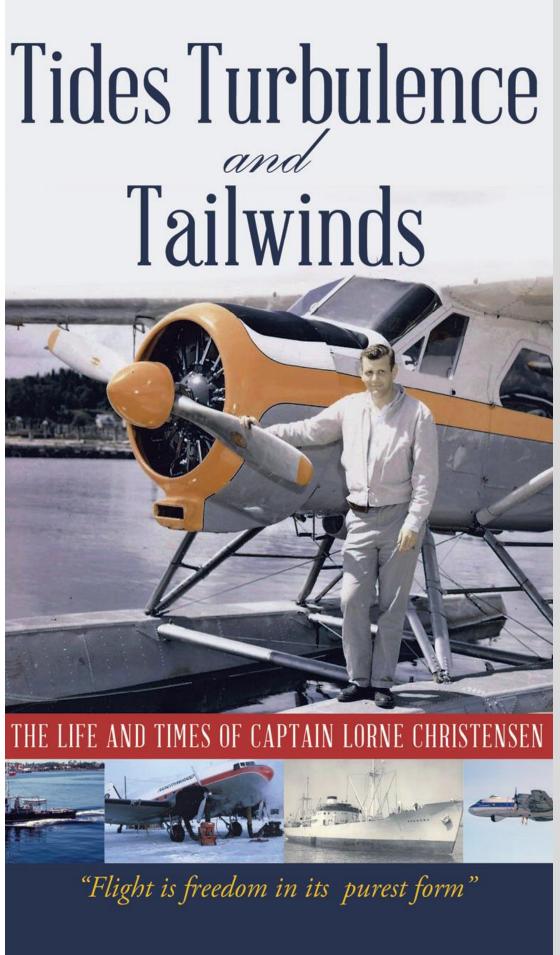
Many sellers who put their house on the market in winter do so out of necessity rather than want and may, therefore, be more motivated to sell. They also realize they won't have as many offers, which opens up the opportunity for you to negotiate a better price and possibly obtain a faster close. And mortgage lenders are also usually a bit slower during the winter months, which often translates to a quicker approval.

And while most homes show well in spring and summer when temperatures are mild and the grass is green, there is no way of knowing whether the house you're looking at buying can withstand the harsh winter elements. Typically a house is put to the ultimate test in the winter months, so you'll have the opportunity to check that the furnace is working properly, and that there are no drafty windows or leaks in the roof. Your home inspector can run a thorough analysis to assess how the house holds up in a more drastic climate.

So throw on your boots, grab your coat and get out there!

Rabinder Dhillon is a Mortgage Broker with DLC Canadian Mortgage Experts based in Port Alberni.





BOOK REVIEW

by

Captain John Scott Editor of PX Magazine

Reflections on a life well lived, Lorne writes stories of his five years as an RCAF airframe technician and the life influences by his station commander G/C Cam Mussels framing the fun, dedication and discipline of his character.

His service on CNAV vessels recounting the day the Royal Canadian Navy pummeled the shores of Port Angeles with naval gunnery are atypical of the many vignettes.

The long journey on light aircraft, floatplanes and flying with Island Airways launched Lorne into the world of larger multi-engine, long-range aircraft. He has experienced the vagaries of flying north of 60. From awkward, survivable contacts with the ground, approaches under demanding conditions, flights of fancy and everything in between.

The recounting of events and people throughout commercial flying with Nordair, CPA, Canadian and Canada 3000 will delight the reader.

Contact Lorne at 250-818-3836 or lorchris@shaw.ca
C\$25 plus \$6.00 shipping anywhere in Canada







DON'T PUT THE BLAME ON OTHERS Own up to your mistakes and correct that

Own up to your mistakes and correct them.

START BELIEVING IN YOUR SELF

Confidence and positive thinking are a powerful combination.

DON'T COMPLAIN

It is a huge waste of time. Focus on the positive – follow your goals – be tough and be ready for challenges.

EMBRACE CHANGE

Push your fear aside and try something different; new innovations, new technology. Reach for new horizons.

DON'T EXPECT TO WIN

When you take a chance, when you put yourself out there, be realistic. You can't win every time. If you lose, keep trying.

DON'T GIVE UP

If you believe in what you are doing, push past the failures. You will get it right.

DON'T TRY TO IMPRESS

Fancy cars, watches, homes, vacations, etc. mean nothing. What counts is health and family. This is where happiness lies.

REPLACE NEGATIVE THOUGHTS

They distract you, waste hours of your time and steal your focus. Take responsibility, forgive past insults and losses and think positive.

PUT ON A HAPPY FACE

Do things you enjoy doing. Choose happiness over what you (or others) think you should be doing but doesn't make you happy.

SIMPLIFY YOUR LIFE AND YOU CAN MOVE MOUNTAINS



January 2020 movie Pic









CHLOE COLEMAN

DAVE BAUTISTA

KRISTEN SCHAAL

KEN JEONG





A hardened CIA operative is demoted and finds himself at the mercy of a nine year old girl named Sophie where he has been sent to surveil her family.

When Sophie discovers hidden cameras in the apartment, she uses tech savviness to find the undercover operation.

In return for not blowing the cover, she convinces him to teach her to be a spy. He is reluctant but is no match for her charm and wit.



MR. NICE GUY by Bill Cove



STANLEY and DOROTHY Becker were residents and airline agents for BCA and PWA airlines.

We came to know STAN THE MAN as one truly great agent and friend.

I first met them when landing in Port Alice with a salesman visiting the pulp mill. I had a lovely new C-180 amphibian aircraft and chose to park it at the seldom used government dock.

Stan waved from the aircraft dock and invited me over for refreshments while I waited and Dorothy made sandwiches and a very good cup of tea.

I had to explain that I liked the dock I was on as when two Beaver aircraft were in together at the aircraft dock, it was a little crowded.

Stan and Dorothy had a very small dog, named Trixie, that followed me around town.

Later, when the family had moved to Washington and Trixie was full grown, the dog could tell when I was arriving.

Stan delighted to tell anybody in the airline office and coffee shop to watch this dog going down to the aircraft dock. The wild greeting I received was out of this world.

Stan would go on to tell that Trixie would not go down to the dock if other pilots were arriving.

This story mystified so many people. How was this possible when my aircraft was nowhere in sight? But the dog proceeded to head for the meeting and greeting long before I got close enough to land,

Lorraine, the wife of Helmer Hanson, was so taken by watching this for a few days that she often said we should have the whole thing documented and send it to Reader's Digest.

There were many visitors that came to experience this love affair between man and beast

Stan thought this was just great and he came up with the idea of switching one aircraft for another after my morning arrival, so I would land with a different aircraft in the afternoon. As well, there had been two other planes landing before my afternoon arrival.

As Stan guessed, Trixie was not fooled by any of this. The lady working in the airline office was totally excited and each day, she would tell passengers 'the clever doggy' story and they all loved the commotion that ensued when it was ME she was talking about.

Stan loved his association with our great airline and would often pull gags on our passengers. Some might even be called 'over the wall' but 'we did 'em all' as the saying goes.

A doctor and his family were flying into Port Alice from Seattle for a few days of salmon and halibut fishing.

Stan called the Port Hardy dispatch to ask if they could have me fly this family who were known to be nervous when in an aircraft.

They agreed and on the loading dock asked me to do the REAL BIG and MOST MEMORABLE FLIGHT for them. I replied THE BEST IS SURE TO COME.

I am sure the family is still telling their friends and relations of a float plane on the west coast of Canada with a numb-dumb pilot.

Because of critical loading in an aircraft, I asked the doctor to sit up beside me. The wife was seated in the middle seat behind me, the oldest boy in the middle seat on the right and the other child buckled into the 3rd row hammock.

In the preparation, I took out the ship's log book pretending to read. Then, I got set for engine start. After much bluster and mumbling, the engine started and we taxied and lined up on our favorite runway.

I started to read the instruments and name the names of who had made them. No names, I would hint, meant they were probably foreign and not likely very expensive. Lots more chatter and mumble jumble was accomplished to add great confusion.

Glancing back in astonishment, I looked at the twelve year old son who was holding a paper bag. I asked him what was in it and he replied it was his sandwich.

I asked him if he could eat it real quick and he proceeded to gobble it down. His father asked why and I told him I had not been weighed and the green tag was not on to show it was included in the weight and balance paper.

We are ready. The tower operator was asked for takeoff, please, as I always answered.

"You're cleared to go," the operator said.

I turned to the right seat doctor and asked "To go? Go where?"

Oh boy, I'm running down runway 07, lifting off with climb power that I'd set.

In the climb, heading for the ridge looming much higher than our altitude, I asked the doctor in the right seat to start pumping the gear handle that earlier, he had agreed to help me with. He asked me what this was doing.

"Filling the wings with outside air," I told him. "So, be quick as we need to climb much higher to cross over the ridge."

His wife said she could not hear because after I asked the tower where to go, she stopped listening for the rest of our very happy and now smooth flight.

Stan was waiting on the dock to ask if they got the full greeting and flight lessons in a nice, positive way. I replied:

"IT WAS A ROYAL FLIGHT. NOTHING LEFT OUT."



Supporting Charities and Non-Profits in Port Alberni





DECEMBER 22 TO JANUARY 19

You are one of the most energetic and hardworking people in the zodiac and are loyal, logical and organized and perhaps, a bit possessive. You always reach toward great achievement and in the year of 2020, nothing is out of reach, if you try hard enough.

You will strive for harmony and peace this year and will work on change in one way or another; whether that will be your love life, social life, work life or your personal self.

When you are at peace with yourself, you will be able to make the most of opportunities that will come your way.

Tell your partner what you want and tune in to what he/she wants as well. Concentrate, on having a better grasp on your budget.



January 19, 1950

The Canadian twin-engine AVRO CF-100 Canuck jet aircraft takes to the skies for the first test flight.

It is considered the best fighter of its time though its heavy controls earned it the nickname of 'LEAD SLED'.

PLEY ROOFING

- INSURED
- FREE ESTIMATES

250-731-4510





Morocco is wonderful gateway country to the continent of Africa. With some short flights from Spain, Italy, Portugal or France, it makes a great addition to any European vacation that you have planned.

With mountains in the north, the Sahara Desert in the south and the Atlantic and Mediterranean coasts on the west and northern parts of the country, Morocco still holds that exotic charm of years past.

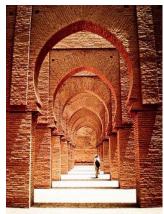
There are many historical cities in Morocco, but none command as much attention as Marrakech. Formerly one of the imperial capitals of the Islamic Empire, Marrakech has retained a large amount of its classical charm. The central square, Djemaa el-Fna, is the best spot to get acquainted with the old city and start to explore its winding corridors. At nighttime, the many cafes and food stalls in the square come to life with music and dance. Head to the city's medina and see where the medieval lifestyle is still very much alive. See the labyrinthine streets and overflowing souks selling spices, carpets, and trinkets. Also be sure to check out Bahia Palace and El Badi Palace for excellent examples of Islamic architecture. Koutoubia Mosque and the Saadian Tombs are also incredible treasures to be seen.

Fez is the other major historical capital within Morocco. It is also a great spot to indulge in some Moroccan cuisine like mouth-watering lamb tagine, which is cooked with lemon and olives for a savoury, sour flavour that's incredible over couscous.

Outside of the cities, you can travel to a world class ski resort or go on a 4x4 tour through the sand dunes or ride camels like an ancient Berber trader. As you can see, Morocco is great place to begin your exploration of the African continent.

For further information, please call Nancy @ 250-731-9645.





MARTIN LUTHER KING JR, a Baptist minister, immortalized the words "I have a dream" in a speech that was so powerful it changed the world.,

It is sad and terrible to say that this man was assassinated for daring to speak his beautiful thoughts aloud in a climate of hatred and violence and disregard for the words of the founding fathers of his country.

Words that were written and signed into the constitution on September 17, 1787 at a time the United States was freeing itself from the tyranny of England.



Nearly a hundred years later, on January 1, 1883, President Abraham Lincoln issued the Emancipation Proclamation. It declared "that all persons held as slaves are, and henceforward, shall be free,"

In his speech, on August 23, 1963, Martin Luther King Jr. points out that when the Architects of the Republic wrote their magnificent words in the constitution, it was like they had given a promissary note to which every American was to fall heir. It was a promise that all men – yes, black men as well as white – would be guaranteed the inalienable rights of life, liberty and the pursuit of happiness.

It is obvious today, he went on, that America has defaulted on this promissary note insofar as her citizens of color are concerned. Instead of honoring the sacred obligation, America has given the Negro people a bad check which has come back marked 'insufficent funds'.

Even then, Martin Luther King Jr. refused to believe that the Bank of Justice in America was bankrupt, that there were insufficient funds in the great vaults of opportunity of his nation, that the promised, inalienable rights would be withheld.

Martin Luther King Jr. had a dream of freedom ringing in a time when all God's children, whatever their color, would be able to join hands and sing together.

"Free at last. Free at last. Great God, Almighty, we're free at last!"

We should be ashamed.



IN THE YEAR 2020, businesses will have to find custmers that will <u>NEED</u> their products rather than merely <u>WANT</u> them. The market of tomorrow will not be about high quality products – that is a given, a basic requirement. To sell in tomorrow's market you will need to offer more value than the competition.

<u>PEOPLE BUY BENEFITS</u> It is important to understand that people don't buy <u>PRODUCTS</u> or <u>SERVICES</u> they buy <u>SOLUTIONS</u> that the product will offer for their problem. Besides purchasing a product they need, the customer is looking for the value that the product offers:

- a) Does it go above and beyond the solution?
- b) Does it have more value than say another product?

These are the things that should be advertised. Some tips follow for the savvy business owner:

<u>IDENTIFY THE PROBLEM</u> because it there is a solution out there, the customer is willing to pay for the product that can solve it. Some problems are easy to identify but others are more complex. Do market research with your target market. Ask how to solve their problems and what type of solution they are looking for.

Some customers might not realize there is a problem. Then you have the task of coming up with a marketing plan that shows the problem and how your product can solve it for them.

Sometimes, the customer is aware of a problem but thinks it is minor and there is no solution. If you can show rhem that a solution exists, they will buy your product and know you are the only one to provide the solution.

<u>DEVELOP A COMPETITIVE ADVANTAGE</u> by keeping in constant communication with your customer.

- a) Ask your customers if your product does solve their problem.
- b) Research your competition to see what they are doing better.

Listen to the answers you get and improve your business model as you go along. In a competitive market there is <u>OFFENSE</u> where you try to take clients from other businesses or <u>DEFENSE</u> where you try to maintain your own clientele. <u>YOU CAN'T DO BOTH</u>.

SOCIAL MEDIA Is the best tool in 2020 for advertising as well as marketing. If your product is a true solution to customer problems, your product will promote itself by the millions of 'shares' it can get.

By using social media to promote your business you can:

- a) Make more people aware of your product
- b) Lower the cost of advertising
- c) Create informative posts with the product or service you offer

The best thing is that you can see customer comments so you can be quick to adjust and improve the solution, if necessary.

<u>PICK THE PRODUCT PRICE</u> after you do research on price variations in your marketplace.

- a) How much is a certain benefit of your product/service worth in the marketplace?
- b) Why are your business competitors charging this price?
- c) Why are consumers willing to pay so much or so little?

FOCUS ON CUSTOMER RETENTION

which is about keeping up a strong relationship. Let the customer see your product in action, how does it function and how can it resolve your customer's problems. Listen to what they say and adapt your product or service to serve their needs and wants. Be seen as a problem solver



Krazy Koloring



PET OBESITY

GIVE YOUR PET A HEALTHY HUG

Dr. A. Damant, B. Sc. (Hons), D.V.M.



Obesity is one of the biggest health problems facing our pets today. The overweight pet is more likely to develop problems such as arthritis, diabetes, heart failure, skin infections, liver problems, as well as a poorer quality of life due to their inability to exercise.

Just as in people, for a pet to maintain a healthy body weight there must be a balance between calories taken in and calories burned off. If we shower our pets with treats as a sign of our affection and then neglect the exercise they need to burn those calories, this will lead to an overweight pet.

To determine if your pet is in good body condition (the appropriate weight) follow this simple three step procedure:

- 1. Place both thumbs on your pet's backbone and run your fingers along the ribcage. If you can easily feel the boney part of each rib, your pet may not need to lose weight.
- 2. Stand directly over your pet as he/she is standing and look down at them. You should see a waist behind the ribs.
- 3. Check your pet's profile. If you see a clearly defined abdomen tucked up behind his/her ribcage, he/she is the right weight.

If you determine your pet is overweight now is the time for action. If you are unsure about your pet's body condition, consult your veterinarian.

The action consists of feeding your pet less calories, getting him/her to do more exercise, and weighing your pet every four weeks to make sure that he/she is losing weight.

Decreasing the food intake may mean cutting out table scraps, cutting back on the amount of dog food or cat food if feeding too much or switching the pet to a lower calorie food which is available from your veterinarian.

The exercise part may mean starting out slow, if you have a very overweight pet, with a walk around the block or getting your cat to chase a toy for five minutes. Then you must weigh your pet every four weeks so that you know your hard work is paying off.

If, after four weeks, your pet's weight is decreasing, you can keep on doing what you are doing. If they maintain or increase in weight, then you cut the food intake back by 10-15%. When your pet obtains his/her ideal weight, then you try to maintain their weight with diet and exercise.

If you require assistance with your pet's weight loss program, please feel free to contact your veterinarian.

Stop Spinning Your Wheels

MAKE 2020 A PRODUCTIVE YEAR

- Write down what is truly important in your life then narrow it down to four or five main priorities. Let go of the rest.
- 2) Get rid of items, situations or people that waste your time, distract you and/or bring you down. Time is precious, you don't need the hassle.
- 3) Cut out distractions that waste your time and disrupt your focus. Time is precious so learn to manage it better.
- 4) Stop multi-tasking and work on one thing at a time. Make a list by order of importance, work the list focusing on each task as you come to it. As things get done, you will feel satisfied and fulfilled.
- 5) Get organized with your own personal productivity system in place that will hold you accountable and where your priorities will actually matter. For efficiency, make your workplace spotless with all your needs at hand.
 - Plan your day the night before
 - Take full advantage of mornings
 - Make 'me' time
- 6) Run your life like a well-oiled machine by delegating what you can to others. If you try to do everything, it will all come crashing down on you.

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Jerry Czeczei

Manager

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January 27, 1995 SUSAN AGLUKARK was the first Inuit singer-songwriter to win a Juno Award



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January 2020 Fashion must haves

REMEMBER: IF YOU DON'T LOVE IT IN THE CHANGE ROOM. YOU WON'T LOVE IT AT HOME.



TO FEEL LIBERATED cut your hair short and chic. Don't do this if you are feeling vulnerable; from a break-up, a job loss, a mid-life crisis etc.

A CROPTOP is tousled, choppy and can bring out good features..

A BOB can be cut anywhere from the collar bone to the top of the ear. It works best with balanced, petite features and a small face. Not for those with thick, coarse or curly hair. A GRADUATED BOB can feel like longer hair. It can help narrow a broader face shape.



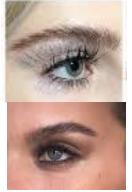
LOVE YOUR FANNY PACK?

It's been winterized to match/contrast your winter coat or puffy. This one is a turquoise blue Sherpa version that comes with a coat to match (Celine Djon has one like this). You can wear it in the usual manner or around your neck, through one arm against your chest. It makes a fashion statement when the coat hangs open and adds the bit of cheer you need on those cold, cold days.



TIME TO GO THRIFTING?

This calls for patience as you might not find anything at first but when you do, you can make an impact on your personal style. Look for good fabrics; leather, suede and super soft cotton. Check for moth holes or other damage. Some things, a good wash just can't fix. Can it be upgraded (by a tailor, if necessary)? Finally, can your existing clothes upcycle the vintage garment? The look you are after is cool and contemporary not bargain basement costume.



EYE MAKE-UP has gone beyond eye-liner and eye shadow. A British make-up artist, Jo Baker, floored the fashion industry with her adaptations on the catwalk. Like the silver-glitter strokes that looked like firework explosions to complement the delicate crystal strands of the dress. Like the gold dress paired with metallic-caramel shadow applied in exaggerated sweeps like arches in a Gothic cathedral.



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WORKPLACE RESOLUTIONS 2020

Employees are the backbone of any business. The boss who knows this and values what the employees contribute to the success of the business will often use the word 'we' rather than 'l' when taking credit for something done right, These resolutions are given to enhance the idea of the workplace,

- 1. PACK YOUR LUNCH FOR WORK

 Not only will this save you money,
 it allows you to do a bit of creative
 cooking at the beginning of the
 week and bring something great
 for lunch instead of the usual
- 2. TAKE A DAILY WALKING BREAK
 Squeeze in time for a fifteen minute walk on your break either alone or with a co-worker.
 Enjoy the fresh air, get some exercise and plan your strategy to reach certain goals.
- 3. CLEAN OUT YOUR DESK

 At the end of the day, clear the top of your desk
 for a head start on tomorrow. Once a month,
 sort through your inbox, file appropriately,
 and shred what is no longer relevant.
- 4. BRING 110% OF YOURSELF This is a difficult resolution and often is a work-in-progress. Stuff happens. The secret is to come to work with a good attitude. Create a to-do list that is doable. When you focus on bringing your best self to work, you gradually become your best self. your best self



DAMANT

Sticky, wet flakes on my lashes Tickle as they touch my burning Cheek.

Everywhere I look, it's white.

Mother Nature has pulled a thick

Blanket over her children.

It sparkles in the dusky twilight. Shiny and soft, impossibly clean.

She isn't content with her

 $creation\ and\ so\ more\ snow\ falls.$

The sky is alive with swirling, twirling effervescent stars.

Squinting at street lights,

I watch them frenetically descend to join their sisters, entombing the

World in silence.

A seemingly endless multitude of Flecks fills my vision.

It's too much.

Soon it will be too deep and she will have smothered us all.

Shivering, I turn away.

Dizzy,

Breathless with cold.

I tug at my coat, trying to cover my freezing face. Fingers Stinging, I push my feet through Drifts, one foot then the other.

I just want to be home,

In front of the fire.

Distracted by daydreams

Hidden ice makes me slip.

Kneeling, I notice tiny tracks marking the perfect surface. - a mouse?

Standing, I follow them to see more evidence of life, defiant.

Here, a cat has pounced.

There, a bird has landed.

I am not alone in this

Wintery night.

Together we will endure the

Snow forcing our way through.

Shifting, shoveling, struggling, until one glorious morning,

The sun's warmth retu

Thawing,

Melting,

Reviving the earth,

Relieving us of this

Frozen burden,





"I THINK IT'S TIME TO THROW OUT THE CHRISTMAS TREE."

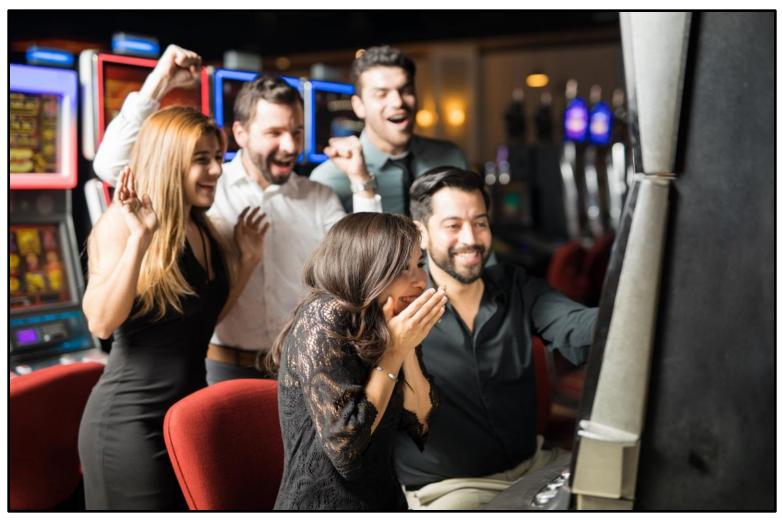
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Answer to Suduko page 26



What the new year brings you depends on what you bring to the new year

SLOTS - BINGO - DINING



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