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April/May 2003

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Jim Yuel

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the Commuter

Issue Two, Volume Four

April/May 2003

BUSINESS AND LIFESTYLE FOR A CULTURE ON THE MOVE

From the editor ...

It is with great pride that we bring you the second issue of the Commuter in its new format with a second fascinating travel feature.

In this issue, Mark England and myself journey to China to bring you a taste of the Orient. Shanghai is an amazing city that most people would not dream of venturing to. It is a mystical city with an ancient history and a rich culture; a city which is today in a state of constant change.

It is our intent to continue traveling to some of the more exotic and out of the way places and bringing you back engaging stories and vivid images of these prospective travel destinations.

These days overseas travel is not without its challenges, but as is the case with most things, the greater the challenge, the greater the reward. At the Commuter, we have always prided ourselves on bringing you stories of the people and businesses that go above and beyond and we are certain you will find this issue's travel feature, as well as those to come, intriguing.

We hope you enjoy our magazine and we are sure you will be anticipating our next issue and the exotic travel destination it will bring you to.

Thanks to all who support us.

Sean Martin



Mark England, Sean Martin and
Dr. Zhang in Shanghai

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the Commuter

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On the Cover: A performance of Chinese opera at Great World in Shanghai.

Marketplace.

YOUR INVESTMENT PORTFOLIO

Are you paying more than you should?

BY TODD DEGELMAN, M.B.A.



When markets are positive and client portfolios are up from last statement, charges by brokerage firms to clients are rarely called into question. In tougher financial times like those we live in today, however, every charge is, and should be, questioned.

In the current global recession, most clients understand that portfolio performance is relative to the weak economy, and so they are patient when portfolios miss expectations. But clients have little patience for being charged a fee to manage money without positive returns. Do you know what fees you are being charged?

In general, the pricing of products within the industry is very competitive, no matter which brokerage firm you deal with. What may differ between firms is the way your advisor gets paid or the costs you may incur that are not being charged at other institutions. The major banks, for example, are renowned for a nickel and dime approach, and bank-owned brokerage firms are no different. The best example of this is the self-directed RSP fee.

Most major institutions charge, on average, a \$125 fee per account. I believe advisors are making enough on your investments; this charge is simply a cash cow. In a recent article in the National Post, Wellington West Capital was singled out for taking a leadership stance and waiving this fee for all accounts with a balance of over \$100,000.

Granted, I am a vested player in the industry. But I don't understand why it is a mid-size brokerage firm taking a stance in eliminating this fee and pushing the very profitable bank firms to do what's right. My guess is that it will be a long wait before the major brokerage firms match the leadership of independents.

Another topic of concern is the ongoing conflict of interest in some firms. I am sure many of you reading this have been introduced to managed money accounts, wrap accounts or fee-based accounts. These are the fastest growing concepts in the industry. I believe the concept and product to be essentially good for the client. But finding non-proprietary product will be tough. Every major brokerage firm has its own in-house product related to these types of accounts. In most cases, advisors earn more compensation if they sell you the company owned product over other choices. This definitely presents a conflict of interest – don't fall for the trap.

Ask your advisor to give you two or three options before you pick and ask if he or she gets paid more to sell one or the other. The best option is to look for a firm that refuses to hold proprietary product, to make certain there is no conflict of interest. It's one way to ensure your advisor is putting your interests first and foremost.

Todd Degelman, M.B.A. is National Sales Manager for Wellington West Capital Inc. He can be contacted at 1-866-844-4400.

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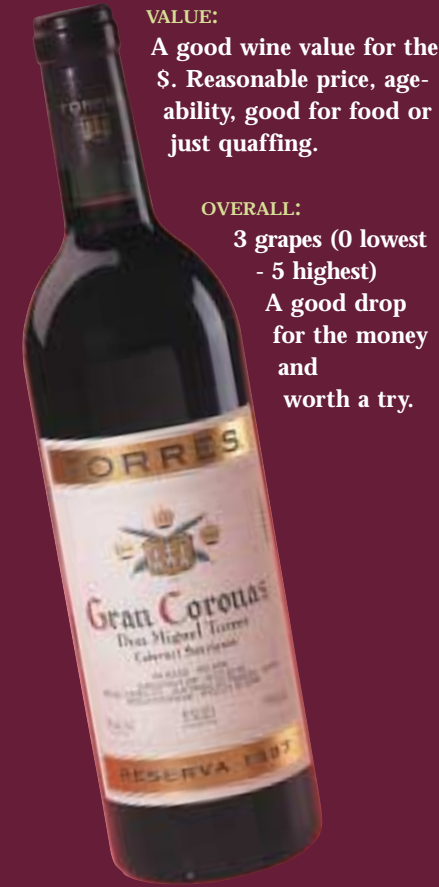
THE WINE:
Torres Gran Coronas 1997 Reserva
COUNTRY OF ORIGIN:
Spain (Penedes region- near Barcelona)
GRAPE VARIETIES:
Cabernet Sauvignon (85%)
Tempranillo (15%)

COLOUR:
Deep ruby colour but not as dark as Cabernet because of the Tempranillo influence. Similiar to Pinot Noir.

NOSE:
Sandalwood, vanilla, with a hint of strawberry.

IN MOUTH:
Chewy but well balanced tannins (should age for 5-10 years if properly cellared) Long aftertaste with hint of cherries and chocolate on the finish.

FOOD:
A great food wine. Serve with red meats, game, cheeses and chocolate.



VALUE:
A good wine value for the \$. Reasonable price, age-ability, good for food or just quaffing.

OVERALL:
3 grapes (0 lowest - 5 highest)
A good drop for the money and worth a try.

Vintage.

WINE TASTING 101: THE OLFACTORY ASPECT

BY LEN STECKLER

To sniff or not to sniff, that is the question. The answer is YES,YES,YES ! Part two of wine 101 is all about smell. The olfactory aspect of wine is extremely important. It will tell us about wine faults, wine varietals and other aspects of the wine making process.

The sense of smell is an often overlooked sense. Humans can distinguish up to 5000 smells. As with colour, women tend to be more adept at smelling wines. Women are genetically more sensitive to smells than men, especially when they are pregnant. Having said this, let's get down to the olfactory aspect of wine and the basic how-to.

Pour a small amount of wine in a wine glass, preferably large. Swirl the wine around the inside of the glass, covering as much of the glass as possible without spilling. The larger the area covered, the more volatile compounds will be released. Put your nose over the glass and sniff upward, taking air into your lungs. Do this once or twice. Give your olfactory bulb a rest for about 30 seconds. If you are tasting more than one wine, you may want to smell water in between each wine to clear your olfactory palate. If the wine has no nose (nose being the term for the aroma and bouquet of wine), cover the glass and shake, then smell. This can happen if the wine is too cold and what is called "dumb". The aroma refers to the natural vegetal, floral or spice notes in wine, while bouquet refers to the chemical smell from the wine making process.

Some smells to be aware of :

Acetic acid (a vinegar smell). This means the wine is done, oxidized. Definitely not a good thing.

Ethyl acetate (nail polish remover or airplane glue smell). Not a good thing.

Alcohol (a hot burning sensation in nose after smelling). This means the alcohol is out of balance.

Hydrogen sulfide (rotten egg smell).

Sulfur dioxide (match when lit smell). This is not always bad if it is not excessive. Pour the wine from glass to glass to eliminate the smell if it is not too profound. Used in white wines to slow down browning out.

Diacetyl (margarine or butter smell from malolactic fermentation). Not a bad thing.

Acidity. If you salivate after smelling, this suggests high acidity, which is not a bad thing in certain varietals.

Fruit smells. As a general guide, the warmer the growing region, the more tropical the fruit smell. For example, smells such as pineapple, melon, fig and mango denote a warm white; apples, citrus, pears, quince and gooseberry denote a cool white; blackcurrant, plum, blackberry and prune are a warm red; cherry, pomegranate, raspberry and strawberry are a cool red.

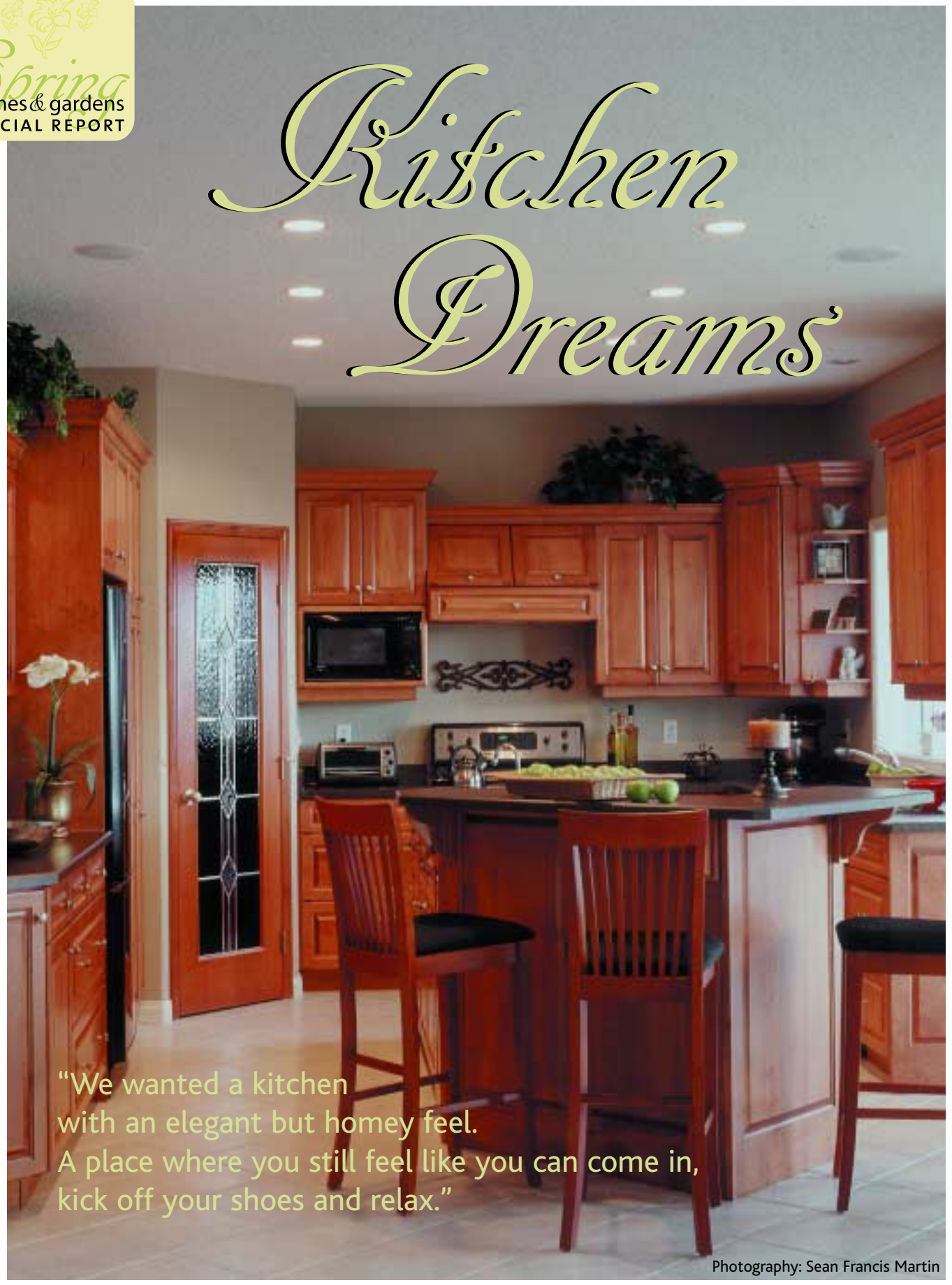
Oak tannins (bitter, woody inky smells). American oak can have coconut, clove and/or cinnamon smells while french oak can have vanilla, cinnamon and/or clove smells.

Trichloraniso (unpleasant musty, moldy wet cardboard smell). This is not a good thing and means the wine is "corked." It is not drinkable or even good for cooking. Caused by tainted cork and some wood preservatives in wine cellars.

The art of smelling wines is something that requires concentration and patience. It won't happen overnight, but once practiced and mastered, it will tell you if the wine you are about to drink should be greatly anticipated or undrinkable, and everything in between. Smell is the sense that leads us to the gustatory (taste) aspect of wine. Without smell you can't taste, as anyone knows who has ever tried tasting with their nose plugged. Not great, is it? Without smell and taste, what would life be? Next time we will talk about gustation - the tasting.

Till then, CHEERS !

LEN STECKLER received his Cellar Masters Diploma in 1995 and is a member of the Wine Educators Society. He has visited wineries in every major wine region in the world and does wine seminars for sales groups, customer appreciation groups, and restaurants (staff training and wine list building and maintenance). If you are interested in learning more, call Len at 306-933-4393.



"We wanted a kitchen with an elegant but homey feel. A place where you still feel like you can come in, kick off your shoes and relax."

Photography: Sean Francis Martin

Carrie King & Della Summers have been through the kitchen design process before.

Knowing what to expect made it easier to add a number of small, personal touches.

- * The style, a mix of contemporary and traditional, reflects an 'if you like it, use it' approach to design.

- * Several upper cabinets have plain glass doors with interior glass shelves and pot lights, creating a soft lighting effect in the evening.

- * A custom stained glass pantry door adds warmth and character to the room.

- * The multi-level island makes the space more liveable and provides a natural place for guests to visit.

- * A second sink in the island allows two cooks in the kitchen at once.

- * Above the main sink, a custom-framed piece of artwork extols 'carpe diem.'



When it comes to design, no other room in your home has the power to generate such intense debate as your kitchen.

"Trends in kitchen design are diverse. Some people prefer a traditional kitchen with solid wood raised panel doors, decorative crown moulding and perhaps a glaze finish; others want a contemporary European style with open shelves, flat veneer doors with stainless steel handles and aluminum framed glass doors and drawerfronts," says Pam Graves, Marketing Manager for Superior Cabinets in Saskatoon.

Your kitchen dream starts with the basic plan – what drawers and cabinets go where, what type of appliances you want and so on. Once that's settled, the fun begins. Choosing your door style, for example, may sound simple – until you see the tremendous range of options.

From traditional to trendy, there are different looks in wood, lacquer, melamine, veneer, glass and mullion. In wood doors alone, you can choose from a veritable rainbow of stains in oak, maple, cherry, alder, hickory, pine and rustic. Or choose a specialty finish like biscotti or café au lait.

With such variety at your fingertips, you can really personalize your look. Graves says it's like fashion, where you can "pull elements from a lot of different styles to create something that suits you."

She sees more people going with stainless steel, brushed nickel or brushed chrome door frames, drawer fronts and even island tops. "Traditional looks in oak, maple and soft woods also continue to be popular, but things like staggered upper cabinets, multi-level islands and decorator panels are adding a modern feel to the look. You can even add panels to your appliances to match your cabinets."

Kitchen design is a highly individual choice. But whether your style is a traditional classic, a modern Euro-look or something in between, today's kitchens have one thing in common: *functionality*.

"Functionality is the one constant in kitchen design," Graves says. "People are so busy these days, they want convenience. And kitchens are specifically designed to help you maximize space and function."

James Neufeld, Superior's Saskatoon General Manager, agrees. "Functionality crosses all tastes. Over the last few years, we've seen more emphasis on design in magazines, media and on the Internet, so people are well informed. They know



Photography: Sean Francis Martin

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what's out there, they know what they want. Customers are very involved in the design and layout of their kitchen, and both men and women are contributing to the plan. It's functionality first, then the design vision."

Functionality can refer to individual features, such as pot & pan drawers that slide out so you don't have to dig for what you want. It can also mean design features, such as islands and work triangles.

"A large work surface such as an island or peninsula is invaluable," Graves says. "Even in a small kitchen, these elements can be used to give the appearance of a larger kitchen. And if you're fortunate enough to have a spacious kitchen, a large island is a great investment."

In fact, the kitchen island has taken on a design life of its own. There's the basic centre island, attractive and functional. Then there are the latest innovations: longer, wider designs with shelving, drawers, insets and wine racks. Add a second sink, range top, warming oven, built-in dishwasher or wine chiller. Features such as corner posts,

bump-outs and multi-level designs add character and interest.

"The island not only functions as extra storage and work surface, it provides an eating area, a place for children to do homework or crafts and tends to be a natural gathering place for family and guests," Graves says.

The work triangle is another critical element. Every kitchen – L-shape, U-shape, island style or galley – has a work triangle. It is formed by the distances between your fridge, stove and sink. The general rule of thumb is that the total distance in your work triangle be no less than ten feet and no more than 25 feet. If the space is too small, you'll be crowded; too large and you'll feel like you're always walking to get something.

There's functionality behind doors and drawers too. "We're seeing more kitchen designers using base drawer cabinets throughout the entire kitchen," Graves says. Base drawers and roll-outs make it possible to use all available space in a cabinet, allowing easy access to pots, pans, bowls and grocery items.

The Tandem Drawer system with Blumotion slides is an increasingly popular choice. Tandem glides mount underneath the drawer, concealed from view. The beauty of the Blumotion slide is that when it's pushed closed, it automatically brakes and pulls drawers closed ... quietly.

Superior also carries the new Orgaline System of stainless steel drawer trays and dividers, which you can adjust to different drawers and different needs. The sleek design is a stylish blend of fashion and function. Other accessories are also available to help with organization, including cutlery trays, rail divider systems and plate holders.

"A well-planned kitchen is not only pleasing to the eye, it is incredibly efficient," Graves says. "Even if your style is very traditional, the functionality of today's kitchens is far superior than ten or twenty years ago."

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Spring
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SPECIAL REPORT

Designer's Notebook

Moonlight waltzes and summertime bands ... gazebos hold their own little corner of summer memories. A gazebo can add charm and practicality to the backyard, providing a shady place to sit with firm and level flooring for deck furniture.

If you have a home that's more modern than traditional, there are gazebo designs to accommodate these looks as well.

You can use the Design Notebook as a sampling of ideas to get you started.

Tips for selecting the site

Gazebos are usually situated to embrace a good view of the garden. Also consider where the



Gazebos can be used to provide shelter for an outdoor hot tub.

A traditional Victorian-style gazebo.



Gazebos

open end of the gazebo will face.

Angling it away from the house by 45 or 90 degrees can create a cozy "nook" feeling. In very large, open yards, gazebos can be placed near the centre to create a focal point. A path leading to the gazebo is a nifty and practical design feature.

Be sure to pay attention to the drainage lines in your yard. You don't want your gazebo to be sitting in a swampy puddle from May to July. Of course, if it is going to be sitting on or built into your deck, this isn't a concern. A good base is a 3"- 4" bed of stone. Backyard America (www.backyardamerica.com) recommends #57 blue-stone, as it's economical, tends to "lock" together when compressed and

discourages pests. Concrete or stone patios are also good choices.

Leaving approximately three feet of space around the gazebo allows plenty of room for shrubs and flowers. Annuals can be planted in the bed, in pots or in hanging baskets to brighten the area.

One interesting alternative is a "floating gazebo" (www.floatinggazebo.com). This structure appears to float about two and a half feet above your lawn, anchored only by its steps.

Form follows function

What do you plan on being the main use of your gazebo? Usage will help determine many details. For example, a gazebo can house an outdoor spa or hot tub.

As a deck extension, gazebos are particularly attractive if your backyard



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Spring
homes & gardens
SPECIAL REPORT

is steep and rocky or has a lot of trees that you don't want to get rid of - not usually a problem in Saskatchewan! However, we do see some lovely examples of this type of corner tower in more hilly and forested areas such as at the lake.

If your goal is to extend the useability of your backyard, you will probably want to consider two features that will make life easier: bug screens and lighting.

Most gazebos come with optional bug screens or can easily be modified to accommodate them. Some traditional - style gazebos or those used as hot-tub structures can actually be fitted with glass doors and windows.

Lighting can be temporary or permanent. If the gazebo is a permanent fixture in your yard or deck, it may be worthwhile to get some simple wiring done to have a source of light that's always available and convenient. For a more romantic atmosphere, fairy lights can be hung around the edge. Or, install a hook in the ceiling for more practical temporary lighting such as a Coleman's lantern if you plan on playing cards after dark.

A cedar gazebo is an integral part of this deck.



The new gazebos

A new style of gazebo that's very attractive pool-side or on the deck is a cast aluminum gazebo with a canvas roof and optional bug screens. These temporary structures can be set up on the patio for the summer and taken down in winter.

These gazebos are a good fit for modern-style houses and back yards. The cast aluminum is especially nice with brick or stone houses and patios. Examples of this type of gazebo can be found at Steelmet Supply in Saskatoon.

Furniture and accents

With so many options available, matching your patio furniture to your gazebo is an easy choice. For gazebos that extend off of the deck, choose cedar or natural wood furniture. For old-style Victorian gazebos, cozy wicker furniture with lots of cushions is a unique choice and makes an ideal place to curl up with a good book.

If you plan on accommodating a larger group or have a cast aluminum gazebo, cast aluminum deck furniture is the way to go. For white wooden structures, go with painted white aluminum. The curls and flower decorations add a nice whimsical touch.



A cast aluminum gazebo with cast aluminum deck furniture complements pool-sides and stone façades.

Flower fashions

Unlike your permanent or semi-permanent gazebo structure, flowers can be changed every year - so have fun with them!

This year's hot look is a Moroccan theme, which adds an exotic, tropical flair to the gazebo area. Start with a large potted majesty palm on either side of the gazebo entrance. Fill in the surrounding flower bed with cannas in groups of three to five, plus a ground cover of coleus in various colours. The large plants, exotic blooms and deep rich colours are right in fashion.

A personal touch


As with anything in home decorating, your personal touch is in the details - stones, flowers, lighting and furniture are the palette you use to paint your gazebo. The best two tips are to follow your instinct and use your imagination!

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whore of the orient,
paris of the east
the old and the new collide
in a whirlwind of change

To think of life in China is usually to think of a worker in a khaki uniform pedaling to work in a sea of bicycles. While at rush hour in Shanghai the number of bicycles remains innumerable, don't expect to see many khaki Communist Party uniforms. In Shanghai the khakis have been closeted.

This port city of 12 million, located at the mouth of the Yangtze River, was selected for economic reform by China's central government in 1990 and has since become the fastest changing city in the world.

Over the last decade the government has been pouring money into Shanghai to catalyze foreign investment, constructing a light-rail system, two metro lines, two bridges, an elevated highway, an airport and an entire financial district of skyscrapers.

Today over \$8 billion in foreign capital flows into Shanghai annually. With economic growth averaging an impressive 13 per cent throughout the late 90s, wages for workers in Shanghai have burgeoned and disposable income has become a reality.

Nowhere is this more apparent than on Nanjing Road. Billed as the most famous shopping street in China, Nanjing Road draws over 1.7 million visitors per day on weekends to its plethora of restaurants, pubs, shops and department stores. Shopping here goes late into the evening when Nanjing's renowned neon lights are dazzling.

Traveling west on Nanjing Road will bring you to People's Square. Nearly a million Red Guards marched here in 1966 during the Cultural Revolution. The Red-Book-waving Guards proved over-zealous. Shanghai residents suspected of having contact with foreigners were denounced and some even executed.

There is no sign of the Red Guard in People's Square today, just locals practicing T'ai Chi or strolling about, while children fly kites and elders talk politics.



Left, top to bottom: Cardboard recycler with heavy load, praying at Temple of the Town Gods, Sunday morning in People's Square
Right: Late night shopping on Nanjing Road

Story by Mark England
Photography by Sean Francis Martin



Shanghai

... no other city in the world
has a greater architectural variety.



From Georgian and Gothic, to Chicago and Neo-Classical, no other city in the world can boast a greater variety of architectural designs than Shanghai.

The English and French built many of Shanghai's earliest architectural gems, which reflect the Baroque, Neo-Grecian and Neo-Classical styles prevalent in their countries at the time. Later in the 1920s, with the emergence of America in the Chinese market, Art-Deco was introduced and in the 30's, Chicago Style.

Stunning examples of Shanghai's colonial architecture can be found along the west bank of the Huangpu River, an area commonly referred to as "The Bund". During a walking tour of The Bund, you will experience the majestic marvels that will make you feel as if in Europe.

Architectural stagnation followed the communist revolution of 1949. It was not until 1990 that the stagnation came to an end, when the central government began developing Pudon, a new business zone on the eastern side of the Huangpu River. At

that time the site that would be Pudon was no more than a marsh. Today Pudon's skyscraper filled skyline of the Liujiazui Financial district rivals that of New York City.

The district is headquarters to China's stock market and dozens of foreign banks. It is also home to the Jinmao Tower (421m), the tallest building in China and the third tallest building in the world. On the 88th floor of this Art-Deco tower is the Grand Hyatt's Atrium Lounge which offers striking views of Pudon by day or night.

The Jinmao Tower will not be the tallest building in China for long, a site adjacent to it has been cleared for what will be the tallest building in the world. The Shanghai World Financial Building will total 90 stories (460m) and is scheduled for completion for Expo 2010 which Shanghai is hosting.

For a closer look at Shanghai's diverse collection of colonial to ultra-modern architecture, take a spectacular boat cruise along the banks of the Huangpu River.



Opposite page, top: The Bund by night
Opposite page, bottom: Jinmao Tower, the third largest building in the world
This page: Mid-Lake Pavilion Teahouse



This page, clockwise from top:
Taoist monks chant mantras at Temple of the Town Gods;
Taoist monks at the Temple of the Town Gods;
Photo opportunities abound in Yuyuan Garden;
Cyclists do not often have the luxury of such an uncrowded street.

Opposite page, top to bottom:
Snack bar in Old Town;
Early morning rush to work;
Clay sculpture on roof of pavilion in Yuyuan Garden;
Citizens offer incense at Temple of the Town Gods.



It is
in fact a garden
within a
garden

...



Upon entering Old Town, take time to marvel at the traditional Chinese architecture before you are swept away by a stream of humanity. The crowd of mainly Chinese tourists will carry you through the bazaar, where vendors offer every kind of souvenir and snack imaginable, to one of the most renowned attractions in this 400-year-old town.

The Mid-Lake Pavilion Teahouse is one of the most famous in China. Customers of note have included Queen Elizabeth II and Jimmy Carter. A lake stocked with giant goldfish surrounds this stately two-story pavilion. Served here are a wide variety of teas, some fetching over \$25 a cup.

Tea isn't the only thing that is top-notch in Old Town. Some of the best dumplings in China can be found here at Liangyuanshen snack bar. You can even watch the meticulous method by which they are made.

Next to the Teahouse is Yuyuan Garden. Originally constructed in 1559 by a wealthy Ming official, it took nearly 19 years to complete. This Suzhou-style garden was restored in 1956 after suffering extensive damage over the years. Wandering through its five acres you soon realize what makes it unique. It is in fact a garden within a garden. With exquisite rocks, pavilions and ponds, the outer garden leads you to an inner garden, which is a smaller version of the outer garden.

Just a short walk from Yuyuan Garden is another sanctuary from the throngs. Let your nose be your guide and from at least a block away, you should be able to smell the incense burning at the Temple of the Town Gods.

In old times, Taoists believed that Chenghuang (town god) protected their city. This town god had the ability to thwart evil and make citizens' lives happy and prosperous. It was also believed that Chenghuang could grant what citizens prayed for. Today, Shanghai residents of all faiths come to this radiant temple to buy and burn sacrificial incense and pray for health, wisdom and prosperity.

Mesmerized, you will exit the temple, and as the drums and monks' mantras fade, you find yourself going with the flow out of Old Town.



For a glimpse of what surely must have been the seedier side of Shanghai, visit the once infamous Great World. Located on the corner of Xizang Road and Yan'an Road East, Great World originally opened in 1917 as a showcase for acrobats and on-stage entertainers, but before long fell into the hands of Shanghai's notorious gangster "Pockmarked" Huang.

It is said that although the building stood only six-stories in height, the immorality of this place knew no limits. Great World was an oriental Moulin Rouge. It was a gathering place for gangsters, gamblers, pick-pockets and pimps, affording every form of entertainment imaginable; from slot machines and dancing girls, to shooting galleries and earwax removers.

Huang's heyday came to an end with World War II when the building was appropriated as a holding center for refugees. Following the revolution, it

... although the building stood only six stories high, the immortality of this place knew no limits ...

served as a social club, a warehouse and later a youth club.

Shanghai's municipal government reopened Great World as an entertainment center in 1987. While it's a far cry from what it was in Huang's era, Great World remains an outstanding venue for opera and acrobatics. Modern and traditional singers also perform here and on occasion even dancing girls.

Although Huang's Great World is long gone, it is not forgotten. Pictures adorn the walls of Huang and his henchmen, along side foreign dignitaries, prize-winning prostitutes and nightclub stars. Evidently, the building itself hasn't been renovated since Huang left, and when you walk about it, you get a sense of what a bizarre place Great World must have been.



Top right and bottom left: Exuberant performances of Chinese opera at Great World. Middle: Traditional Chinese dance thrives at Great World

WHEN YOU GO ...

Tips for travellers are courtesy the Lonely Planet's "China" guidebook. The Lonely Planet also publishes a guidebook exclusively for Shanghai.

1. The best times to visit Shanghai are spring and autumn. In winter temperatures can drop well below freezing and there is often a blanket of drizzle. Summers are hot and humid with temperatures as high as 40°C (104°F).
2. Major public holidays are to be avoided if possible. The Chinese New Year is a terrible time to be travelling; the same applies for the May Day holiday (now a week long from May 1) and National Day on October 1 (likewise a week long).
3. English maps of Shanghai are available - the best is the bilingual Shanghai Tourist Map, produced by the Shanghai Municipal Tourism Administration. It's free at hotels and the Tourist Information Centres (locations for these are listed in the Tourist Offices section of the Lonely Planet guidebook).
4. Credit cards are more readily accepted in Shanghai than in other parts of China. ATMs at various branches of the Bank of China, the Industrial and Commercial Bank of China (ICBC) and the China Construction Bank accept most major credit cards.
5. Chinese acrobatic troupes are among the best in the world, and Shanghai is a good place to see a performance. If you've never seen the show, it's not to be missed. One time-proven act that's hard to follow is the 'Balancing in Pairs', with one man balanced upside-down on the head of another and mimicking every movement of the partner below, mirror image, even drinking a glass of water!
6. If you want to impress your Chinese hosts, always use both hands when presenting them with a piece of paper (this includes namecards). This gesture shows respect.
7. There are some good Web sites offering up-to-date travel and entertainment information on Shanghai. One to check is the Shanghai section of www.chinanow.com.



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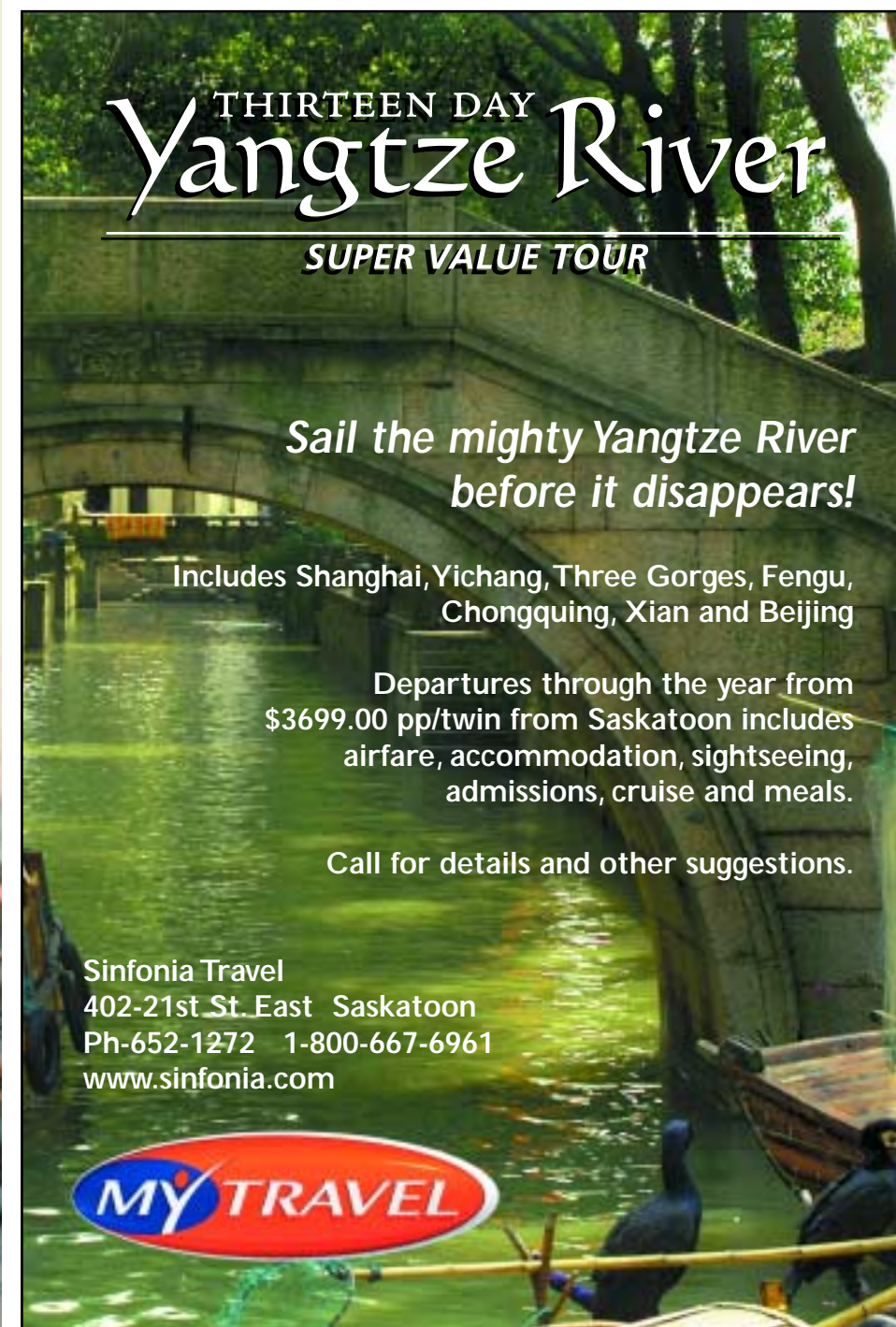
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Tongli is the Venice of the Orient ...

A short sojourn from Shanghai is Tongli. The town touts itself as the Venice of the Orient and is complete with canals where streets would be, and gondolas transporting local residents and tourists about.

The layout of Tongli is quite remarkable. Five lakes surround the town. From these lakes run a total of 10 rivers dividing the town into small islands. Forty bridges, built in different dynasties and each bearing a name, connect the islands.

The town itself dates back 1,000 years and much of its charm lies in the dwellings, buildings and courtyards constructed in the Ming and Qing dynasties. The preservation of Tongli is extraordinary. A stroll through its cobblestone walkways is like a trip back in time to ancient China. Tongli's authenticity makes it a popular filming location for many of China's leading directors, but even when the cameras aren't rolling in Tongli, the town's friendly and colourful residents are characters in themselves.

Getting there: Hire a taxi to take you from Shanghai to Tongli (85 kms) and back, for about \$100 CDN. Along the way you'll catch a glimpse of life in rural China.



Above: For centuries it has been a custom in Tongli for wedding parties to carry the bridal sedan over three of the town's bridges. Each bridge symbolizes a gift to the marriage : Taiping (peace and tranquillity), Jili (luck) and Changqing (celebration).



Clockwise from top right:
A pet monkey; A little girl in the doorway of her home;
A fisherwoman, using osprey to catch her fish, returns with the day's catch; Old men gossip over tea; Tongli residents washing clothes by hand in the canal.



... five lakes ...
ten rivers ...

forty bridges ...
and one thousand years ...





The early birds at Acura are biting into the luxury-sedan competition with the spring launch of their sleek and powerful 2004 Acura TSX. A skillful combination of sport and luxury, the TSX is being welcomed by auto enthusiasts as a superb addition to a growing selection of outstanding products in the Acura line-up.

“This is a brand new model and among the first of our 2004’s,” says Brian Kelly, Manager of Acura Centre of Saskatoon. “The TSX is luxury, performance and handling. It has a very high level of content.”

That high level of content includes a luxury interior, front, side and side-

curtain airbags, 2.4-litre engine, vehicle stability assist with traction control and anti-lock brakes.

The TSX will find particular appeal among young families and those individuals not yet ready to say good-bye to their sports car youth. Starting with a four-cylinder i-VTEC engine capable of producing 200 horsepower to drive the 3,200-pound vehicle, Acura married the perfect transmission and suspension to the front-wheel-drive cruiser, giving it just the right feel in terms of power and handling.

The TSX is set to debut in Canada in early April. With a price-value relationship significantly better than most sport luxury sedans, it is sure to be a popular member of the Acura family at its coming out party. It is expected to top out in the mid \$30,000 range and is available in a wide variety of colour and design packages.

Distinctive styling, particularly on the bulldog-powerful front end, sets the TSX apart from other sport-luxury sedans. Its sporty purpose is apparent with a quick and vigorous stance that is unusual to the class, with the exception of a few higher-end (and higher-price) sedans.

People who are tired of boring cars, Kelly suspects, will adore the TSX. Drivers can choose between a six-speed manual transmission or a five-speed SportShift automatic version – either option provides plenty of jump off the line. A patented drive-by-wire throttle system gives it an extra bit of gusto at higher speeds and when combined with its double wishbone suspension, state-of-the-art electronic driver assists and four-wheel disc brakes the entire package bestows a delightful turn of precise, playful handling.

Interior design is the definition of sporty luxury. The leather package is sumptuous and extremely comfortable, accented by either a wood-grain pattern or titanium trim and a three-spoke leather-wrapped steering wheel. Buttons built into the steering wheel and well-positioned controls are further proof that the designers had the person in the front-left compartment in mind when they put the TSX together.

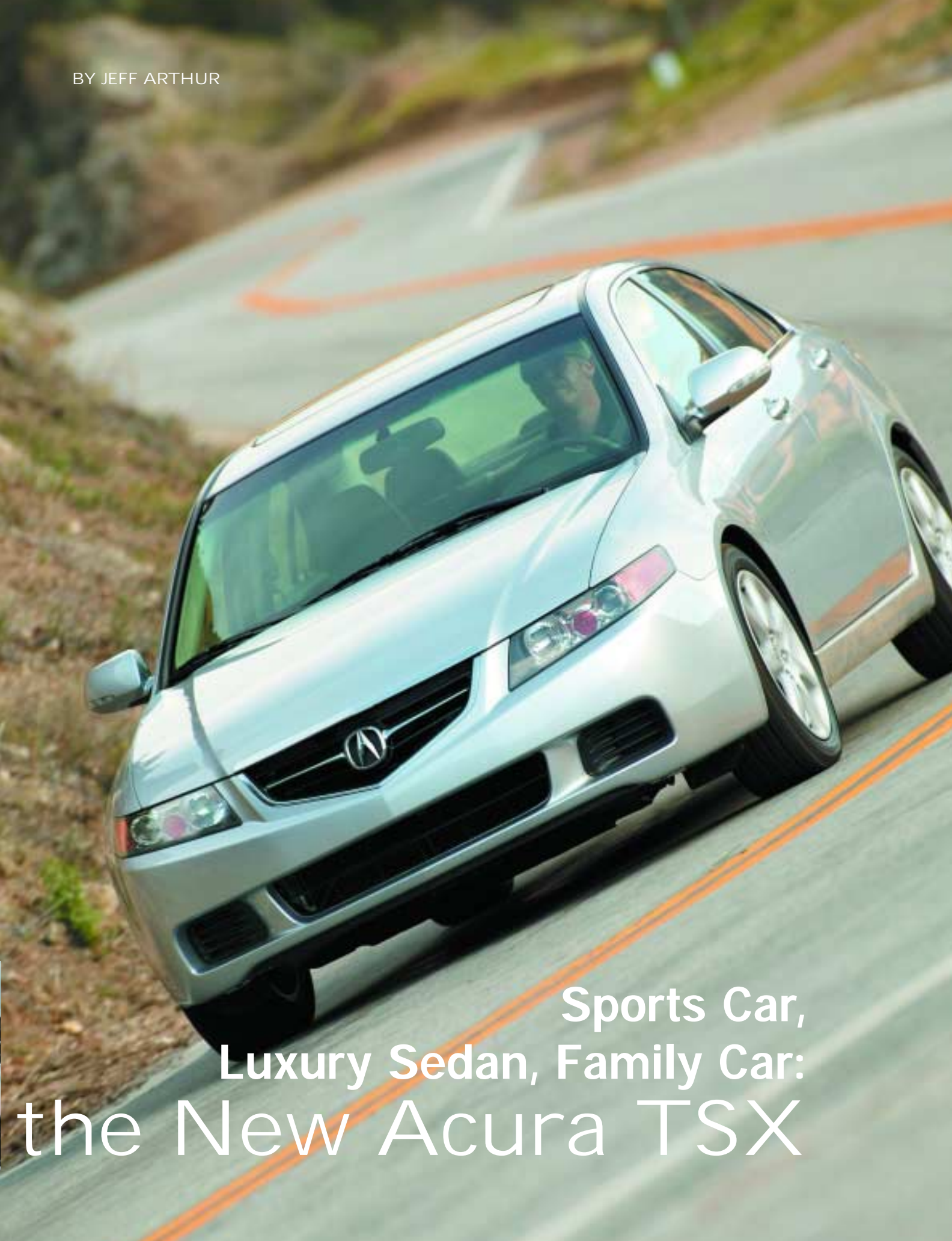
Three average-size adults – or, more likely, two car seats and a diaper bag – will easily fit across the back seat, which is split 60-40 for greater convenience. Trunk space will accommodate everything you would expect in a car this size. Add-ons include a power glass moonroof, power windows, heated mirrors and a multi-adjustable steering column.

“The TSX also has an awesome sound system,” Kelly says, referring to a 360-watt audio system powering eight speakers and complemented by a six-disc, in-dash compact disc changer. Other useful luxuries include keyless entry with remote window-down operation, a leather-trimmed eight-way power driver’s seat, HomeLink transmitter and Xenon High-Intensity Discharge headlights. He notes that fuel economy is rated in the 39 miles per gallon range on the highway, which for a sport-luxury sedan with this level of performance is a rare treat at the gas pumps.

“The TSX represents an extremely good all-around price-value relationship,” Kelly says. “It’s a high-quality product with a very high level of content in a complete package.”



BY JEFF ARTHUR





EYES ON THE HORIZON

When he turned 16, Jim Yuel got his pilot's licence. He's been flying high ever since. You'd think it was a life-long passion but in fact, it's something completely different. Meet the surprising man behind one of Saskatchewan's most successful private investment companies.

By Beverly Fast

Photography: Sean Francis Martin

"Flying has been a tremendous convenience," Yuel says. "When I was president of the Saskatchewan Chamber of Commerce, I spoke in 46 communities around the province. I was only able to do that because I could fly. I could speak at a luncheon in a community a three hour drive away and be back in my office by 2:00 p.m."

The no-nonsense point of view speaks volumes about Jim Yuel, president and CEO of PIC Investment Group. It's not that he doesn't enjoy flying; he does. It's a great way to get from place to place. But Yuel's outlook is firmly rooted in practical realities. It's a trait that has helped in his rise from owning a small Saskatoon-based chemical distribution company to

heading up a \$100-million a year corporation with interests in the chemical and transportation industries as well as packaging, manufacturing, property management and tourism.

GROWTH THROUGH ACQUISITION

Yuel's career as an entrepreneur took off in 1977 with Prairie Industrial Chemicals (PIC), a marketer and distributor of chloro-alkali products. In the quarter century since, he's built the business into the multi-faceted PIC Investment Group.

He readily attributes his early success in part to good timing. His start-up coincided with the Alberta oil industry boom of the late 1970's.

"We experienced very rapid growth in '81-82, when the industry was going through the ceiling. If I remember correctly, those years saw the biggest growth in the history of that province. But it was also a time of tremendous inflation and when the federal government stepped in with the national energy policy in 1980, the oil and gas industry collapsed.

"We survived by offering stock to employees and re-capitalizing. As it turned out, 1982 was the only year we had a loss. By 1984, we had a very good profit," Yuel says.

He recognized the benefits of growth through acquisition and saw an opportunity in transportation. "The transport of industrial products was very

tightly regulated. You needed operating authorities to transport product from point A to point B, and they weren't easy to get. Then in 1981 we purchased a small company out of Edmonton that had the significant operating authorities crucial to us."

Yuel quickly enlarged the fleet from 4 to 12 trucks. In 1990, he managed the acquisition of Caron Transport Ltd. of Edmonton, bringing the fleet to a total of 50 trucks. "We've since grown through acquisitions of Provost's west division, Warrior and recently Interload, bringing our fleet to 240 trucks and 800 trailers. We also have eight nitrogen trailers, which cost about \$600,000 each, not including the tractor."

Caron has been a solid success story

for Yuel. It is one of the largest carriers of bulk commodities in western Canada and today, along with ClearTech Industries (the new name of the original Prairie Industrial Chemicals), forms the backbone of PIC.

FLY OR FAIL

By 1990, the PIC group of companies included PrairieChem, Caron Transportation, Panther Industries, S & S Chemicals in North Dakota and Round Table Management. Fargo Paint & Chemicals Inc. and Hydor-Tech Limited of New Westminster, B.C. were soon added to the PIC family.

That's when Yuel made a move that rattled cages. He broke out each division

into a separate, stand-alone company. "When all the companies were under one entity, if one sector lost money, there was no real penalty," Yuel explains. "The losers could continue to lose so long as the winners continued to cover them. As a stand-alone entity, each company was forced to become financially successful ... or they would be allowed to fail."

Strong medicine for individual managers. "It was more painful for some than for others. The successful managers were happy because now they could invest in their growth. The ones with losses had painful decisions to make. It was a lesson in keeping the doors open and learning to control costs. But ultimately, all were able to succeed. One

manager eventually bought the company he ran (S & S Chemicals).”

Sitting in his office with his feet propped on the coffee table, Yuel is the picture of ease as he talks about tossing his chicks out of the nest.

“I equate it to family. Some of your kids study and do well, others fool around too much. It’s as difficult to let companies go as to boot kids out of the house. But if you don’t do it, they may never go.” Yuel’s own children, by the way, are grown and doing just fine.

Appearances aside, Yuel admits he was not immune to separation anxiety. “It was tough allowing companies I’d built and grown to fail. There were times when it was tough not to step in. I had to watch others make mistakes and take risks, while subduing the urge to step in and take control.

“My role changed dramatically. Early on, I thought I had to be involved in the day-to-day things. Then I realized I didn’t have to do that, it wasn’t necessary. In fact, it was detrimental. I realized that I had to get out of the way to allow that new person to grow the business.”

Yuel stayed the course because he believed it was essential in order for the individual operations. “As a single individual, you can’t stay on top of everything. With six individuals being given sole responsibility for growth of the separate entities, we got six times the energy in terms of making the company grow. And the proof is in the pudding, we’ve more than tripled our revenues since ’91.”

Over the years, PIC has invested in Kipp & Zonen, a science and technology company with offices in the Netherlands and Saskatoon, and in PhilomBios Inc, one of Canada’s leading inoculant biotech companies. Panther Industries recently made a major move by investing in a hydrochloric acid terminal and distribution centre in Edmonton. PIC’s investment in Fargo Paint & Chemicals was sold to Cloverdale Paint of B.C.

LIFE AT ARM’S LENGTH

Today, Yuel describes his position as president and CEO as “arm’s length, not hands off. I keep tabs on the companies from a distance. I’ve realized I’m not a maintenance person. Once a company is up and running, I prefer to walk away and let someone better qualified take over. My strength is that

I can walk away.”

Not that he’s lacking things to do. In 1996, he became involved in Selwyn Lake Lodge, a trophy fishing resort on the Saskatchewan-North West Territories border.

“I was a guest of Gord and Mary Wallace. I really believed the dream they had was real and do-able, they were just undercapitalized. I suggested if they wanted a new equity partner, I’d come in. Since then, we have put substantial capital into developing Selwyn as a world-class executive destination. It’s recognized as such throughout North America.”

NEW ADVENTURES

Selwyn got Yuel thinking. The lodge required a considerable support network to handle logistics, marketing and so on. Why not create a company that could manage all these things for a variety of fishing and hunting lodges. Yuel set up Adventure Destinations Inc. to do just that. Money from the 2002 sale of Fargo Paint is going into fishing lodges near the Churchill River. “We’d

like to have five or six lodges come on board at different price ranges: all inclusive, top of the line, light house-keeping. I don’t see any borders. I can see pheasant hunting destinations in South Dakota and wild boar hunting in Texas.”

His enthusiasm is contagious. “My son Greg is also very involved. We’re creating a vision for the company and having fun building it up. It’s a slow process and there’s lots of relationship building, but it’s exciting. This is what I like to do.”

Greg figures prominently in his father’s vision of the future. The elder Yuel isn’t ready to fly off into the sunset just yet, but says that in four or five years “it’s reasonable to assume Greg will move into my role at PIC Investment and my involvement will be as Chairman of the Board and senior advisor.”

And then? He leans back in his chair and smiles. “I should have a nice classic Beaver aircraft on floats. I’ll be responsible for quality checks at all the different fishing and hunting destinations. That would satisfy me nicely.”



city events

SHANGHAI, CHINA Celebrate Tomb-Sweeping Day on April 5.

APRIL

Draggins Rod & Custom Car Show

April 18-19, 2003

Saskatchewan Place, Saskatoon

Hot rods, muscle cars, antiques, classics and customs – more than 200 exhibits show and shine at the longest running independent car show in western Canada.

Licks

Until May 25, 2003

Mendel Art Gallery, Saskatoon

Winnipeg artist Doug Lewis uses cattle saltlicks to create post minimalist works reminiscent of British sculptor Barbara Hepworth. Free admission.

Arctic Visions: Inuit Sculpture

Until May 25, 2003

MacKenzie Art Gallery, Regina

An exhibition of Inuit sculpture featuring selections from important gifts and long-term loans to the Gallery, including the collections of Jacqui and Morris Shumiatcher, Bert and Joanne Rose, and Norman Zepp. Free admission.

Tom Cochrane & Red Rider

April 21-22, 2003

Casino Regina Show Lounge, Regina

2003 inductee into the Canadian Music Hall of Fame, singer-songwriter Tom Cochrane reteams with band Red Rider for a cross-country tour showcasing past and present hits. For tickets, call 306-565-3000 or 1-800-555-3189.

MAY

Vesna Festival

May 9-10, 2003

Centennial Auditorium, Saskatoon

Billed as the world’s largest Ukrainian cabaret, the annual Vesna Festival features outstanding dance troupes, music, traditional foods, artisans, fine art, cultural displays, marketplace and more.

The Belly Button Buddy Performs Live

May 10, 2:00 pm

Chapters Bookstore, Regina

Kids of all ages will enjoy a live performance and book signing (3:00pm to 4:00pm) with author/performer Nicole Haddock and artist Denyse Klette. There’s also an art show (10:00am to 12:00 noon) with the artist in attendance.

Regina Highland Games

May 18, 2003

Douglas Park, Regina

Day-long event includes the Saskatchewan Pipe Band Championships, Highland Dance competition, heavy events contest featuring caber tossing, shot-putting and hammer throwing, weaponry and jousting, vendors, food and evening celidh.

Canadian Gymnastics Championships

May 18-24, 2003

Saskatoon Field House, Saskatoon

The national competition featuring more than 500 athletes and 400 coaches, judges and officials. Events include Men’s and Women’s Artistic Gymnastics, Tumbling and Trampoline.

Cathedral Village Arts Festival

May 19-24, 2003

Regina

Regina’s trendy Cathedral area welcomes local artists, musicians, dancers and actors for a week of great music and theatre performances, plus the giant art & craft sale on Saturday.

COMING UP

Aerospace Tradeshow

June 4-6, 2003

Moose Jaw

Companies from across Canada will be attending the 7th annual Western Aerospace Alliance Conference and Trade Show in Moose Jaw. The Western Aerospace Alliance (WAA) is a partnership of aerospace associations from the four western provinces that promotes and expands aerospace activities in the region. A Saskatoon tour hosted by SREDA will give participants an opportunity to learn about aerospace services available from the Canadian Light Source Synchrotron. For information, contact David Loken at (306) 652-1800 or visit www.saskaerospace.com

For more information on these events and many more around the province, visit Tourism Saskatchewan at www.sasktourism.com.



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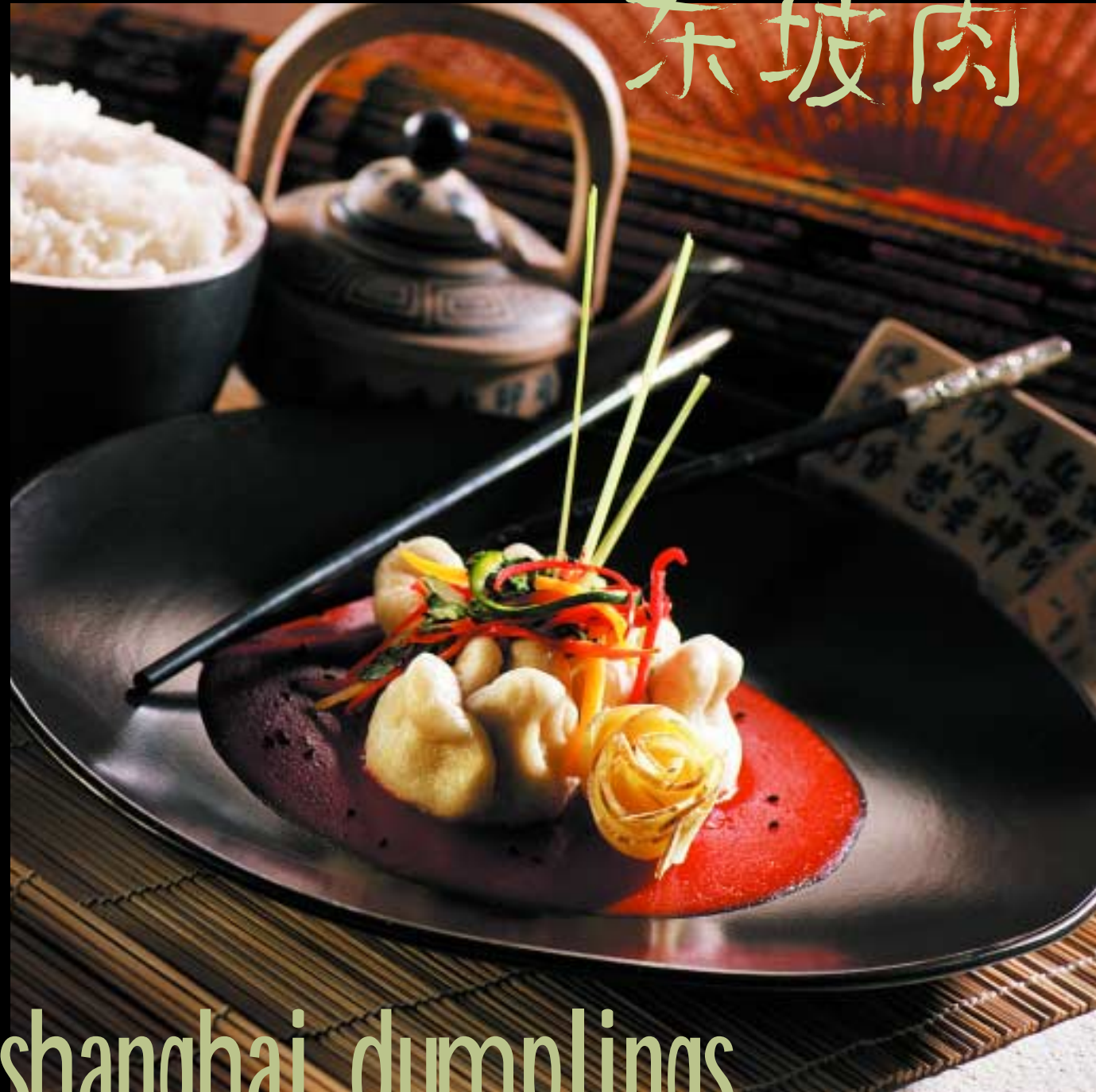
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shanghai dumplings

It used to be that if you mentioned Chinese food, what sprang to mind was the North Americanized version found in little Chinese restaurants all across the prairies. Thankfully, we can say that has certainly changed in the past decade. With a proliferation of authentic Chinese, Japanese, Vietnamese and Thai cuisine restaurants, everyone has ample opportunity to experience

authentic Oriental cooking. However, even with all of this choice available, it's not likely most people have ever tried cooking Chinese food other than the tried-and-true stir fry. Chinese cooking can be divided into roughly four geographical variations - the North, South, East and West. They cover an extremely wide range of cuisine, from Mongolian-

influenced wheat- and wild game-based stews flavoured with spring onions to the food more typically associated with China - spicy Szechuan, wonton soup and Cantonese cooking. Dumplings are very popular on the streets of Shanghai but you don't have to travel that far to get them - here's a recipe for right here at home.

Shanghai Dumplings (for 6-8 people)

- 1 tsp instant yeast
- 3/4 c hot water (110°F)
- 1/8 c sugar
- 2 1/2 c all purpose flour
- 1/8 tsp salt
- 1/4 c melted lard

Method
 1 Add dry ingredients to a food processor and mix together.
 2 Add hot water and mix until the dough forms a ball.
 3 Add melted lard and mix. Dough should breakdown and return to a ball shape.
 4 Cut dough into desired size and flatten out.
 5 Add BBQ pork or other filling and let dough rise to approximately double its size.
 6 Pinch buns together and steam for about 10-15 minutes.

Serve hot with plum sauce or your favourite Asian dipping sauce.

Tip – your food processor should be of good quality with a reasonably powerful motor as the dough becomes quite stiff in steps 2 and 3.

BBQ Pork Filling

- 1 pork loin or tenderloin (diced)
- 1/2 medium onion (diced)
- 50 g red pork seasoning mix
- 1/2 c hoisin sauce

Method
 * brown meat in a hot pan with 1 tsp of oil.
 * sauté onions until tender and mix with pork.
 * add seasoning and mix together.
 * add hoisin sauce.
 * let sit for 1-2 hours in cooler.

This recipe courtesy Chef Steve at Boffins.

Boffins offers cooking classes to its members on a monthly basis. Classes range from themes such as Asian cuisine, East Indian cuisine and summer BBQing to bread making, soups and stews. Guests are taken through the process of preparing items from scratch with hands-on training. Classes are both entertaining and informative, with on- and off-topic discussions featuring a wealth of knowledge and kitchen lore shared by both chefs and managers. The finale of the class comes when everyone is seated at a large table together and returns to the kitchen with plate in hand to sample the foods that have been prepared.

For schedules and costs contact Ray Dulos at 249-5344.



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